

# GRAIN DEALERS JOURNAL

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## Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

*HAVING YOUR name in this Directory will introduce you to many old and new firms during the year, whom you do not know or could not meet in any other way. Many new concerns are looking for connections, seeking an outlet or an inlet, possibly in your territory. It is certain that they turn to this recognized Directory, and act upon the suggestions it gives them.*

### AMARILLO, TEX.

Panhandle Gr. & Elevtr. Co., whole, gr., fld. seeds.\*  
Plains Gr. Co., E. S. Blasdel, millet, cane, kafir.\*

### ATCHISON, KANS.

Blair Elevator Co., receivers & shippers.\*

### ATHENS, GA.

Epkes, Wm. E., grain, hay, flour, produce.

### ATLANTA, GA.

Gregg & Son, J., wholesale brokers, grain, hay.\*

### BALTIMORE, MD.

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Baltimore Pearl Hauling Co., corn pdts.\*  
Blackburn & Co., C. P., grain recvrs., exporters.\*  
Dennis & Co., grain merchants.\*  
England & Co., Chas., grain, hay.\*  
Fahey & Co., John T., gr'n receivers & expts.\*  
Hammond, Snyder & Co., Inc., receivers, expts.\*  
Hax & Co., G. A., grain, hay, seeds.\*  
Lederer Bros., grain receivers.\*  
Manger & Co., J. A., grain, seeds, hay.\*  
Robinson & Jackson, gr. com. merchants.\*  
Wack & Co., Henry E., grain, hay, feeds.

### BEAUMONT, TEX.

Archer Brkg. Co., W. R., grain broker.

### BLOOMINGTON, ILL.

Baldwin Grain Co., brokers.\*  
Hasenwinkle Grain Co., brkrs. of country grain.  
Worth-Gyles Grain Co., cash and future grain.\*

### BOSTON, MASS.

Chamber of Commerce Members.  
Benzagutin, Matthew D., grain brokerage, com'n.\*  
Cressey, Fred L., hay, grain, bkg. com.  
Jaquith, Parker, Smith & Co., wheat barley milo.\*  
Marden & Co., C. F., grain brokers.  
Taft, R. C., grain broker.

### BUFFALO, N. Y.

Corn Exchange Members.  
Buffalo Grain Co., recvrs., fwdrs., consignments.  
Churchill Gr. & Seed Co., recvrs., shippers.\*  
Doorty-Ellsworth Co., Inc., brokerage commission.\*  
Electric Grain Elevtr. Co., consignments.\*  
Harold, A. W., grain, barley a specialty.  
Irwin, Dudley M., barley.\*  
Pratt & Co., receivers, shippers of grain.\*  
Taylor & Bourneigh Co., receivers and shippers.\*  
Urmston Grain Co., grain commission.\*

### CAIRO, ILL.

Board of Trade Members.  
Antrim & Co., H. S., receivers, shippers.\*  
Halliday Elevtr. Co., grain dealers.\*  
Magree-Lynch Grain Co., grain.\*  
Thistlewood & Co., grain and hay.

### CEDAR RAPIDS, IOWA.

Gifford-Matthews Co., grain and grain pdts.\*  
King Wilder Grain Co., grain shippers.\*

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Anderson & Co., W. P., grain commission mchts.\*  
Armour Grain Co., grain buyers.\*  
Bailey & Co., E. W., grain commis'n merchants.\*  
Bartlett & Son Co., L., grain commission.\*  
Bartlett-Frazier Co., grain merchants.\*  
Bennett & Co., Jas. E., commission merchants.\*  
Brennan & Co., John E., grain com'is'n mchts.\*  
Carhart Code Harwood Co., grain commission.\*  
Doie & Co., J. H., grain and seeds.\*  
Finney & Co., Sam., consignments solicited.  
Freeman & Co., Henry H., grain, hay, straw.  
Gerstenberg & Co., commission merchants.\*  
Hales & Edwards Co., grain merchants.\*  
Harvey Grain Co., corn and oats.\*  
Hitch & Carder, commission merchants.\*  
Hoit & Co., Lowell, commission, grain and seeds.  
Lamson Bros. & Co., consignments solicited.\*  
Lewis & Co., F. S., grain & provisions.\*  
Lipsey & Co., grain commission.\*  
Logan & Bryan, options, cash grain.\*

### CHICAGO (Continued).

Lowitz & Co., E., grain commission.\*  
Lyman Joseph, Grain Co., grain shippers.  
McKenna & Rodgers, commission merchants.\*  
Mumford & Co., W. R., grain, hay, millstuffs.\*  
Norris Grain Co., grain merchants.\*  
Paynter, H. M., grain and field seeds.  
Perrine & Co., W. H., grain and commission.\*  
Pope & Eckhardt Co., grain and seeds.  
Press & Co., W. G., grain, provisions, stocks, etc.  
Quaker Oats Co., buyers of grain.  
Rosenbaum Bros., receivers, shippers.\*  
Rothechild Co., D., receivers & shippers.  
Runsey & Company, grain commission.\*  
Sawers Grain Co., grain commission.\*  
Schiffin & Co., P. H., commission.\*  
Shaffer & Co., J. C., grain merchants.\*  
Simons, Day & Co., grain merchants.  
Somers, Jones & Co., grain and field seeds.\*  
Thayer & Co., O. H., receivers-shippers.\*  
Ware & Leland, grain and seeds.\*

### CINCINNATI, O.

Grain & Hay Exchange Members.  
Blumenthal, Max, grain, feed, hay and straw.\*  
Brouse-Skidmore Co., grain, hay, feed.\*  
Early & Daniel Co., grain, hay, feed.\*  
Perin Bros., want corn.\*  
Mutual Commission Co., hay, grain and feed.\*

### CLEVELAND, O.

Grain and Hay Exchange Members.  
Bailey, E. I., grain and millfeed.\*  
Cleveland Grain Co., The, receivers and shippers.\*  
Gates Elevtr. Co., The, recvrs. & shprs.\*  
Lake Shore Elevtr. Co., grain and feed.\*  
Sheets Elevator Co., The, grain, hay, straw.\*  
Shepard, Clark & Co., grain merchants.\*  
Star Elevtr. Co., receivers, grain, hay, straw.\*  
Strauss & Co., H. M., recvrs., shprs. hay & grain.\*  
Union Elevator Co., The, grain and hay.\*

### DALLAS, TEX.

E. A. Johnson Co., grain & flour brokers.  
Stagner Bros., recvrs. shprs. grn., hay, c. s. prod.

### DAVENPORT, IOWA.

Davenport Elevtr. Co., receivers and shippers.\*  
Merchants Elevtr. Co., buyers-sellers all grns.  
Purity Oats Co., buyers of grain.

### DECATUR, ILL.

Baldwin & Co., H. I., grain brokers.\*

### DENVER, COLO.

Grain Exchange Members.  
Ady & Crowe Merc. Co., The, grain & hay.  
Best & Co., J. D., buy and sell all grains.\*  
Crescent Flour Mills, The, wheat, corn, oats.\*  
Denver Elevator, We buy & sell grain & beans.\*  
Hungarian Flour Mills, wheat, corn, oats, etc.  
Kellogg Gr. Co., O. M., recvrs. & shprs.\*  
O'Donnell Grain Co., wholesale grain.\*  
Phelps Grain Co., T. D., wholesale grain.\*  
Summit Gr'n & Coal Co., wh't, corn, oats, rye, bly.\*  
Thompson Merc. Co., The, W. F., wholesale hay.

### DETROIT, MICH.

Board of Trade Members.  
Carson & Co., H. C., corn, oats, rye.\*  
Caughey-Jossman Co., grain & seeds.\*  
Dumont, Roberts & Co., receivers, shippers.\*  
Huston, C. R., gr., hay congmts. a specialty.\*  
Lichtenberg & Son, oats, corn, hay, straw.  
Simmons & Co., F. J., grain & hay.\*

### FORT WORTH, TEX.

Grain and Cotton Exchange Members.  
Dorsey Grain Co., receivers, shippers.\*

### FRANKFORT, IND.

Frank & Co., William, grain brokers.

### GREAT FALLS, MONTANA.

Barkemeyer Grain & Seed Co., grain dealers.

### GREENVILLE, O.

Grubbs Grain Co., E. A., track buyers.\*

### HASTINGS, NEBR.

Elder, Fred W., whole, grain, hay and mill pdts.\*  
Koehler-Twisdale Elevator Co., grain dealers.\*  
Stockham Grain Co., E., whole grain & feed.\*

### HOUSTON, TEX.

Gulf Grain Co., grain, hay, millfeed.\*

### INDIANAPOLIS, IND.

Board of Trade Members.  
Belt Elevtr. & Feed Co., receivers & shippers.  
Bingham-Hewett-Scholl Co., grain merchants.\*  
Boyd Grain Co., Bert A., strictly brkg. & com.\*  
Hayward-Rich Grain Co., grain commission.  
Helmsmiller Grain Co., receivers and shippers.  
Hill, Lew., strictly commission.  
Hoosier Grain Co., consignments only.  
Kinney Grain Co., H. B., receiver and shipper.\*  
Lowitz & Co., E., grain commission.\*  
McCardle-Black Co., grain merchants.\*  
Minor, B. B., grain consignments solicited.  
Montgomery & Tompkins, receivers and shippers.  
Shotwell & Co., C. A., commission, bkg.  
Urmston Grain Co., receivers & shippers.\*  
Witt, Frank A., grain commission & brokerage.\*

### JACKSON, MICH.

Stockbridge Elevtr., trk. buyers, slrs., gr. & ad-

### KANSAS CITY, MO.

Board of Trade Members.  
Addison-Benton Grain Co., consignments.  
Armour Grain Co., grain buyers.\*  
Aylsworth Grain Co., receivers, shippers.\*  
Beyer Grain Co., consignments & mill orders.  
Bruce Bros. Grain Co., consignments.\*  
Clay (Frank B.) Grain Co., hedging—mill orders.\*  
Christopher & Co., B. C., kafir, feterita, milo.\*  
Croysdale Grain Co., grain commission.  
Davis Grain Co., A. C., grain commission.  
Denton Kuhn Gr. Co., consignments.\*  
Dills & Morgan, consignments.\*  
Ernst-Davis Grain Co., commission.\*  
Fisher Gr. Co., C. V., receivers & shippers of gr.\*  
Frisco Elevators Co., grain merchants.\*  
Goffe & Carkeener, recvrs. and shprs. of grain.\*  
Hall-Baker Grain Co., consignments.\*  
Hinds Grain Co., The, receivers, shippers.\*  
Langenberg Bros. Gr. & Hay Co., recvrs., shprs.  
Mensendieck Grain Co., consignments.\*  
Moore-Lawless Grain Co., grain receivers.\*  
Moore-Seaver Grain Co., receivers & shippers.\*  
Morrison Grain Co., consignments.\*  
Nellis-Witter Grain & Mfg. Co., grain & feed.  
Norris Grain Co., grain merchants and exporters.  
Parker Corn Co., corn, oats, kafir, milo.\*  
Roehen Grain Co., E. E., consignments.\*  
Root Grain Co., consignments and futures.\*  
Secular-Bishop Grain Co., consignments.\*  
Simonds-Shields-Lonsdale Gr. Co., recvrs. expts.\*  
Stevenson Grain Co., buyers and sellers.\*  
Terminal Elevators, receivers, shippers.\*  
Twisdale-Wright Grain Co., consignments-futures.\*  
Thresher Fuller Grain Co., grain commission.\*  
Vanderslice-Lynds Co., grain commission.  
Western Grain Co., shippers (a specialty).\*

### LAKE CHARLES, LA.

Beatty Brokerage Co., grain brokers.\*

### LAKE VILLAGE, ARK.

City Feed Co., The, whsl. hay, grain & feeds.

### LITTLE ROCK, ARK.

Board of Trade Members.  
H. K. Cochran Co., receivers and shippers.  
Cunningham Commission Co., gr., corn products.\*  
Darragh Company, hay, grain, mixed feeds.\*  
E. L. Farmer Co., brokers, hay, grain, mill feed.\*  
Munn-Burrow Brokerage Co., grain, hay millfeed.\*  
George Niemeyer Grain Company.\*  
J. F. Wehmann Mfg. Co., wholesale gr. and feeds.

### LIMA, O.

Pollock Grain Co., buyer grain, hay, straw.\*  
Riddle & Co., T. F., hay and grain.

### LOUISVILLE, KY.

Board of Trade Members.  
Bingham-Hewett Gr. Co., recvrs. shprs. grain.\*  
Callahan & Sons, receivers and shippers of grain.\*  
Edinger & Co., grain, hay, flour.  
Fruehtenicht, Henry, hay, grain, mill products.\*



# The GRAIN DEALERS JOURNAL.

[Incorporated]

Vol. XLII. No. 2.

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## Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

### LYNCHBURG, VA.

Moon-Taylor Co., grain and hay brokers.\*

### MEMPHIS, TENN.

Merchants Exchange Members.

Browne, Walter M., broker, com. merchant.\*  
Buxton, E. E., broker and commission merchant.\*  
Davis & Andrews Co., grain dealers.\*  
Hasenwinkle Co., H. J., consignments.  
U. S. Feed Co., grain, hay, millfeed.

### MERCER, MO.

Alley Grain Co., oats, corn, wheat, seeds.\*

### MIDDLETOWN, CONN.

Meech & Stoddard, Inc., grain, feed, hay, flour.\*

### MILWAUKEE, WIS.

Chamber of Commerce Members.

Bacon Co., E. P., grain and seed.\*  
Donahue Stratton Co., grain merchants.\*  
Hensley & Owen, grain commission.\*  
Kamm Company, P. C., barley and rye.\*  
Moering Grain Co., grain and feeds.  
Rankin, M. G., & Co., grain and feed.  
Rialto Elvtr. Co., grain receivers & shippers.\*  
Runkel & Dadmun, grain commission.\*  
Taylor & Bournique Co., shprs. corn, oats, barley.\*

### MINNEAPOLIS, MINN.

Chamber of Commerce Members.

Benson, Stabeck Co., grain com.\*  
Cargill Commission Co., grain commission.  
Carter, Sammis & Co., grain commission.  
Cereal Grading Co., grain merchants.\*  
Dalrymple Co., William, gr. com.\*  
Davies & Co., F. M., grain commission.\*  
Getchell-Tanton Co., grain commission.  
Godfrey-Blanchard Co., grain recvrs-shprs.\*  
Gould Grain Co., receivers & shippers.\*  
Hankinson & Co., H. L., grain commission.  
Lewis & Co., Chas. E., consignments.\*  
Marfield Grain Co., grain commission.\*  
McCaull Dinsmore Co., consignments solicited.\*  
Poehler, H. & Co., grain commission.\*  
Scroggins McLean Co., corn and oats.\*  
Van Dusen-Harrington Co., grain merchants.\*  
Woodward Newhouse Co., grain merchants.  
Zimmerman, Otto A., barley & oats my spec'lty.

### NEWARK, N. J.

Smith & Wallace Co., J. C., receivers, shippers.

### NEW ORLEANS, LA.

Steele Co., The J. H. W., gr. frt. brok. & forwdrs.\*

### NEW YORK CITY.

Produce Exchange Members.

Bolle-Watson Co., Inc., receivers and exporters.  
Brainard Commission Co., consignments.\*  
Blake, Thomas M., buyers—quote us.\*  
Jones & Co., M. B., buyers—quote us.\*  
Knight & Company, commission merchants.\*  
Morey, L. A., grain.  
Therrien, A. F., broker.

### OKLAHOMA CITY, OKLA.

Grain Exchange Members.

Conyers Grain Co., grain merchants.\*  
Dustin Grain Co., grain feed, seeds.\*  
Langenberg Bros. Gr. Co., grain merchants.\*  
Oklahoma Export Co., grain commission.\*  
Okla. City M. & E. Co., grain mer., mlrs.\*  
Rutledge Grain Co., com. merchants.  
Stowers Grain Co., W. R., com. merchants.

### OMAHA, NEBR.

Grain Exchange Members.

Adams-Whyte Grain Co., consignments.  
Cope & Kearney, grain commission.  
Crowell Elevator Co., receivers, shippers.\*  
Fisher Rothschild Grain Co., corn and oats.\*  
Holmquist Elevator Co., receivers and shippers.\*  
Kern Co., brokers & commission merchants.\*  
Maney Grain Co., The, consignments.\*  
Merriam Commission Co., consignments.\*  
Miller Wilson Grain Co., recvrs. & shippers.  
Nye Schneider Fowler Grain Co., consignments.\*  
Omaha Elevator Co., receivers, shippers.\*  
Roberts Grain Co., Geo. A., grain merchants.  
Trans-Mississippi Grain Co., recvrs. & shprs.\*  
United Grain Co., grain commission.  
Urdike Grain Co., consignments.\*  
Vanderslice Lynds Co., consignments.\*

### PEORIA, ILL.

Board of Trade Members.

Bartlett Co., S. C., grain commission.\*  
Buckley & Co., grain and seeds.\*  
Cole Grain Co., Geo. W., grain com. mchts.\*  
Conover Grain Co., E. B., grain commission.\*  
Consumers Grain Co., grain receivers.\*  
Dewey & Sons, W. W., grain commission.\*  
Feltman Grain Co., C. H., grain commission.\*  
Grier & Co., T. A., grain commission.\*  
Harwood-Young Co., grain commission.  
Luke Grain Co., grain commission.\*  
McFadden & Co., G. C., consignments.  
McCreery & Son, J. A., wheat, corn, oats.\*  
Miles, P. B. & C. C., grain commission.\*  
Mueller Grain Co., receivers and shippers.\*  
Rumsey, Moore & Co., grain receivers.\*  
Warren Com. Co., consignments.\*

### PHILADELPHIA, PA.

Commercial Exchange Members.

Delp Grain Co., E. E., grain and millfeeds.\*  
Dunwoody Co., Ed., flour, grain, feed.\*  
Lemont & Son, E. K., hay, grain, millfeed.  
Miller & Sons, L. F., grain, seeds, hay.\*  
Richardson Bros., grain, flour, millfeeds.\*  
Richardson, Geo. M., grain and feeds.\*  
Rogers & Co., E. L., hay, straw, grain, feed.\*  
Scattergood & Co., S. F., corn-oats.  
Taylor & Bournique Co., shippers corn-oats.\*  
Young & Co., S. H., wheat, corn, oats.

### PINE BLUFF, ARK.

Riley Feed Mfg. Co., mfrs., alfalfa, molasses & chicken feeds; jobbers mill feeds & cereals.

### PITTSBURGH, PA.

Members Grain and Hay Exchange.

Elwood & Co., R. D., hay and grain.\*  
Geidel & Leubin, grain and hay.  
Heck & Co., W. F., grain, hay, millfeed.\*  
Herb Bros. & Martin, grain and hay.  
McCague, R. S., grain, hay.  
Walton Co., Samuel, grain and hay.\*

### PONTIAC, ILL.

Balbach, Paul A., grain buyer, all markets.

### PUEBLO, COLO.

McClelland McT'I I. & R. Co., grain, hay & feed.\*

### RICHMOND, VA.

Grain Exchange Members.

Reveridge & Co., S. T., grain, hay, feeds, seeds.

### SAGINAW, MICH.

Smith-Connor H. & Gr. Co., hay and grain.

### ST. JOSEPH, MO.

Grain Exchange Members.

A. J. Elevator Co., buyers and shippers.\*  
Gunnell Windle Grain Co., buyers and sellers.\*  
Holdridge Grain Co., receivers and shippers.\*  
Aunt Jemima Mills Co., A. J. hominy feed.  
Geiger Grain Co., commission merchants.\*  
Gordon Comm. Co., T. P., grain dir. and broker.\*  
Marshall Hall Grain Co., consignments solicited.\*  
McKee Lindley & Dunn Grain Co., commission.  
Mid-West Grain Co., pure soft wheat.\*  
Sloan Simmons Grain Co., consignments.\*  
St. Joseph Hay & Grain Co., grain merchants.\*

### ST. LOUIS, MO.

Annan Burg G. & M. Co., flour, grain, millfeed.\*  
Brockman & Co., Arthur, grain commission.  
Bryant, Tilghman A., grain broker-consignments.  
Dreyer Com. Co., fdg. stuffs, grain, seeds.\*  
Elmore Schultz Gr. Co., recvrs. & shprs. grain.\*  
Goffe & Carkener Co., grain commission.\*  
Graham & Martin Grain Co., grain commission.\*  
Klosterman-Patton Gr. Co., grain receivers.  
Marshall Hall Grain Co., grain com.\*  
Mason Hawpe Grain Co., grain merchants.  
Hunter Grain Co., grain merchants.  
Langenberg Bros. Grain Co., grain commission.\*  
Morton & Co., grain commission.\*  
Nanson Commission Co., grain commission.\*  
Picker & Beardsley Com. Co., grain & grass seed.\*  
Teasdale Com. Co., J. H., recvrs. & shippers.\*  
Toberman, Mackey & Co., grain, hay, seeds.\*  
Turner Grain Co., grain commission.

### SIoux CITY, IOWA.

Board of Trade Members.

Bailey, Walter H., Grain Merchants.\*  
Flanley Grain Co., grain and commission.\*  
King Elevator Co., receivers & shippers.  
McCaull Dinsmore Co., commission.\*  
McCaull Dinsmore Co., all kinds of grain.  
Quinn-Shepherdson Co., grain commission.\*  
Rumsey & Co., receivers of consignments.\*  
Slaughter Burke Grain Co., receivers, shippers.\*  
Taylor & Bournique Co., buyers and sellers.\*

### TERRE HAUTE, IND.

Kuhn & Co., Paul, receivers and shippers.\*

### TOLEDO, OHIO.

Produce Exchange Members.

De Vore & Co., H. W., grain and seeds.\*  
King & Co., C. A., grain and seeds.  
Southworth & Co., grain and seeds.\*  
Wickenhiser & Co., John, grain recvrs., shippers.  
Young Grain Co., The, grain receivers & shippers.\*  
Zahn & Co., J. F., grain, seeds.\*

### WICHITA, KANS.

Board of Trade Members.

Beyer Grain Co., consignments & mill orders.  
Bruce Bros. Grain Co., Consignments.  
Kansas Milling Co., grain dept., wheat & corn.  
Wichita Terminal Elev. Co., wheat, corn, oats.

### WICHITA FALLS, TEX.

Priddy Grain Co., dom. & export grain.\*

### WINCHESTER, IND.

Goodrich Bros. Hay & Grain Co., whlrs. gr. & ads.\*

*The Grain Dealers Journal takes particular pains to list in this Directory only such firms as are thoroughly representative. The introduction we give to the trade is accordingly worth more than if this were a haphazard collection of names, without regard to reputation. The Journal's policy throughout is to safeguard the interests of its readers, and to be of valuable assistance to responsible advertisers. It shows in every line and page editorial care and precision, with never any guesswork in what we print, and nothing in any sense questionable allowed to get past the watchers on guard.*

\*Members Grain Dealers National Association.



Produce Exchange  
Members**NEW YORK**Produce Exchange  
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Receivers and Exporters  
**OATS and BARLEY**  
Send samples all off grade grains.  
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CONSIGNMENTS SOLICITED  
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**KNIGHT & COMPANY**  
Grain Brokers and  
Commission Merchants  
CONSIGNMENTS SOLICITED  
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GRAIN DEALERS JOURNAL, 305 South La Salle Street, Chicago, Ill.

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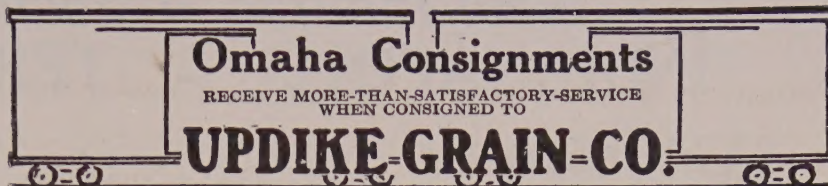
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Any weight of grain up to 100,000 pounds is reduced to bushels by Clark's Decimal Grain Values, which also show the value of any number of pounds in dollars and cents. Price, \$5.00.

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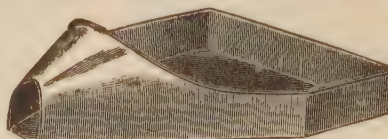
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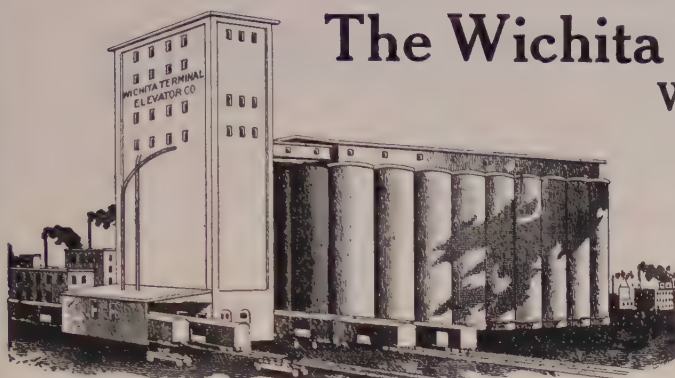
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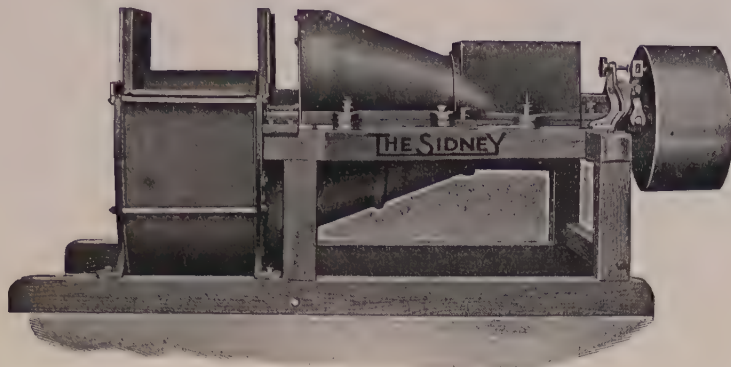
THE JOURNAL is an all around O. K. paper and every grain man should take it.—I. A. Cook, agt. Trans-Mississippi Grain Co., Smithland, Ia.

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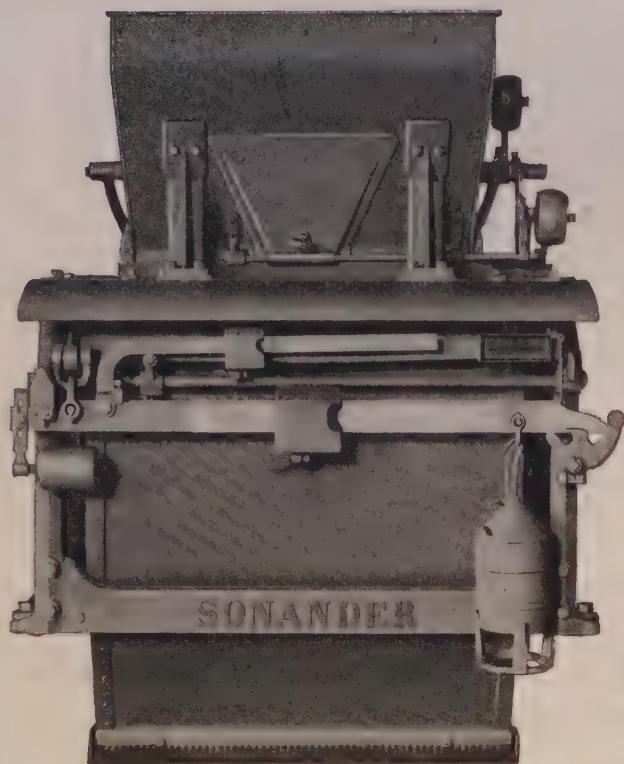


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## Oats—Wheat—Barley

NO GRAIN WASTED

Large Profits Every Season



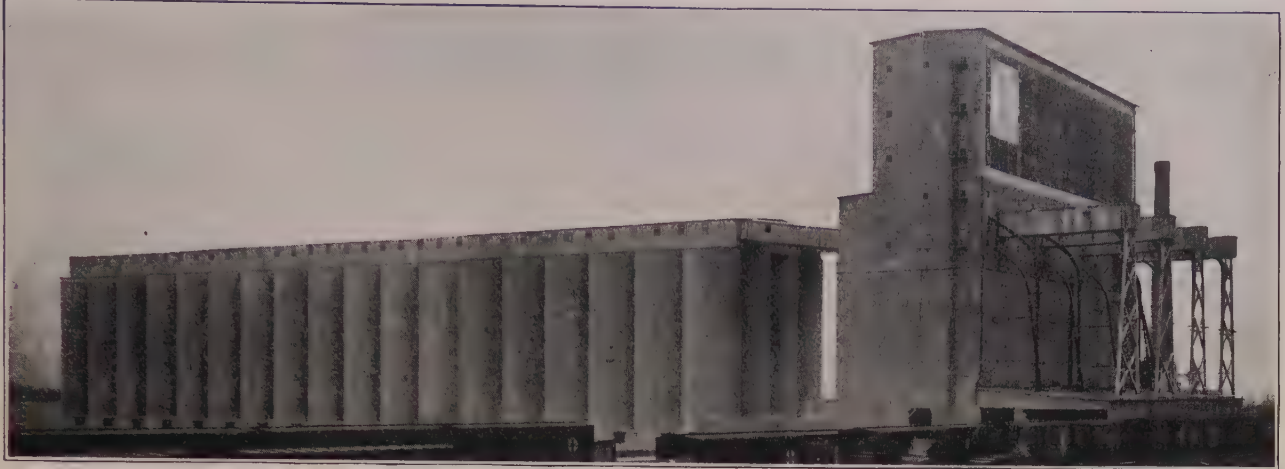
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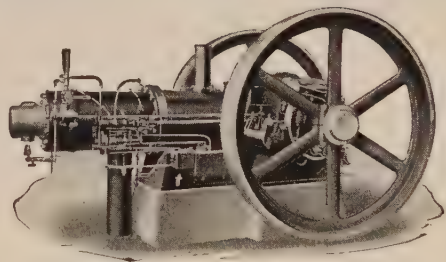
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Tell us your needs, and we'll put you in touch with reputable firms, to the end that you will receive information on the latest and best equipment. A postcard will do.

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## MORRIS GRAIN DRIERS

perform their work in such a manner as to make the dried grain exactly the same in all respects as grain dried by sunlight. Human achievements have not improved upon Nature in grain drying, but the Morris Grain Drier copies the methods of Mother Nature.

### The New Intermittent Discharge

is positive and automatic in operation. The gates have wide openings that can never clog.

*Write for Descriptive Bulletin*

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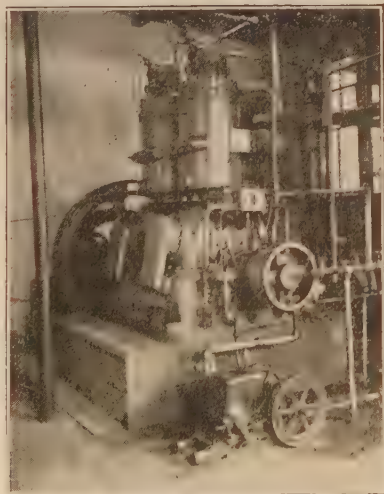
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## "A Great Saving Over Steam"

"It takes very little Fuel Oil to keep it going"—"No fire to bank"—"A world of power"—"Little attention"—"Lower insurance"—say these millers and grain men about their

**FAIRBANKS-MORSE  
"Y" Oil Engine**



**Fairbanks, Morse & Co.**  
MANUFACTURERS CHICAGO

*Read the whole letter.*



As you can see from our new mailing card, under appropriate cover a photo of the "Y" Oil Engine bought for our plant will be sent to you. We hope that it will give you as much satisfaction. We have done to our best good outfitting when you put out the "Y" Oil Engine. It is a fine engine as far as our mill is concerned. It requires very little attention and that all at the same time. This is more than we ever could pull with our Corlies steam plant and we had a 12 x 20 engine. It takes very little fuel oil to keep it going. It is a great saving over steam. And to get hold of it, and coal is way out of sight in price and hard to

It takes us about 4 to 5 minutes to start the engine here with steam we would figure on losing about 30 to 60 minutes and until next day. The rates on our insurance have also been reduced since putting in the Oil Engine. 30 corn steam got us a very good deal and we have just about tried them all. The Oil Engine is the most and cheapest power that we have ever used and we have been in the milling business some 16 or more years, and in these years which have been up and down for us we have business land steam have had water power by a mill site and a mill by a dam site. We have also used electric power but excuse us for any more of that.

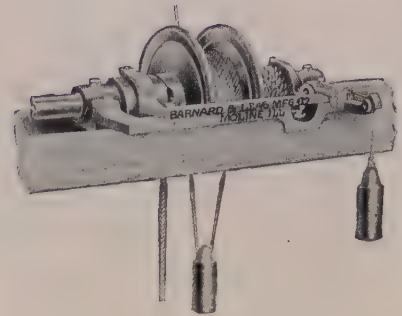
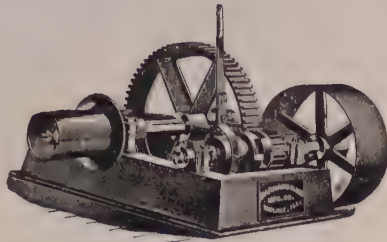
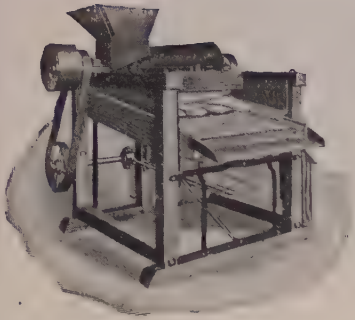
In closing this letter will say that you people have given us a square deal and any time that you have an idea this may be sure to stop in as the lot of things happen and the reading over the door is "Visitors Are Always Welcome." and this means you.

Yours very truly,

HARLAN CITY ROLLER MILLS.  
C. C. RASMUSSEN & SON, PROP.



## Headquarters for Complete Elevator Outfits

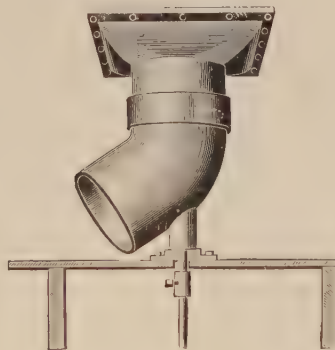
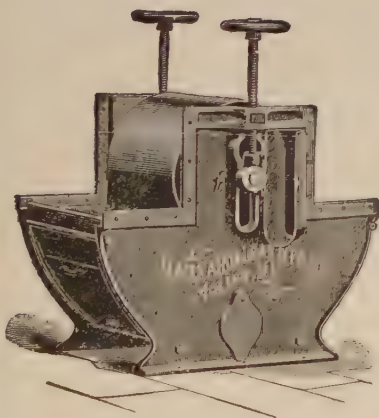


## The Early Bird Catches the Worm

Imitate the early bird by placing your order now before the Spring rush begins.

Shops and Tools expressly designed for the manufacture of elevator machinery and supplies.

For Quality, Moderate Prices and Prompt Service  
Always Deal With a Specialist



**BARNARD & LEAS MFG. CO.**

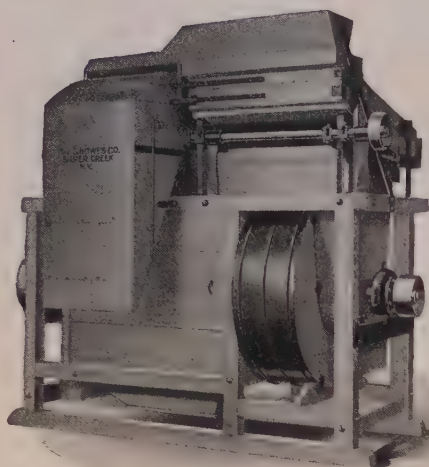
MILL BUILDERS AND

MILL FURNISHERS

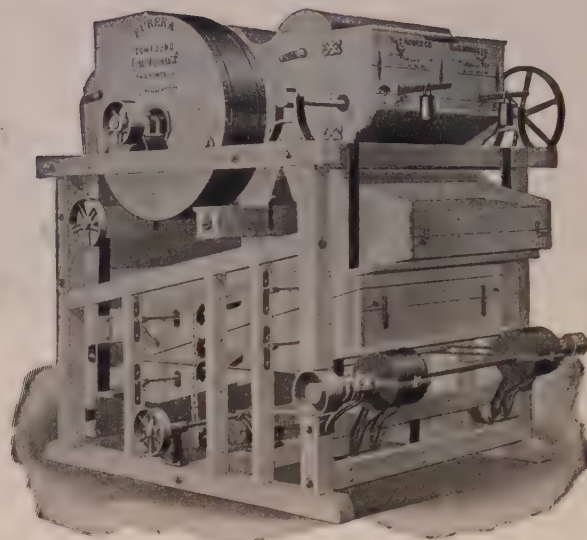
ESTABLISHED 1860. MOLINE, ILLINOIS, U.S.A.



# GRAIN CLEANING MACHINERY



E  
U  
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A



**YOUR GRAIN CLEANING TROUBLES WILL BE ENDED  
WHEN YOU INSTALL EUREKA MACHINES IN YOUR PLANT**

MAY WE SEND YOU COPY OF OUR NEW BOOK (No. 75)?

BUY MORE  
LIBERTY BONDS

**S. HOWES COMPANY, Inc.**  
SILVER CREEK, N. Y.

BUY MORE  
LIBERTY BONDS



## No. 147 "Clipper" Cleaning Elevating and Sacking Outfit

This machine is equipped with our Traveling Screen Brushes which positively keep the screen perforations from clogging. It has settling chamber and dust sack for taking care of dust, light chaff, shrunken grain, etc. It has a double set of elevator heads, boots and legs. One set of elevators receives the Seed or Grain, elevates and discharges it into the feed hopper of the Cleaner. The other set elevates and sacks the cleaned seed or grain.

The Air Blast from the fan is absolutely controlled by the Variable Air Regulator with which we equip each of these machines. This enables us to make the most perfect air separations. In addition we give you the best selection of screens from the largest variety of perforated zinc and woven wire screens to be found anywhere.

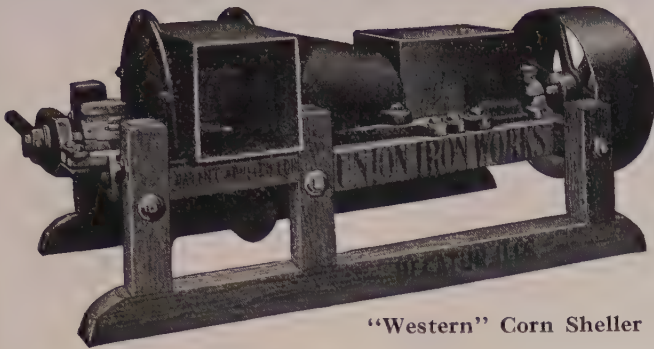
*Catalog and price list showing our full line on request.*

**A. T. FERRELL & CO.**

-

**Saginaw, W. S., Mich.**





"Western" Corn Sheller

## The "Western" Line

has been the standard line of elevator equipment for almost a generation; and the reputation that the name "Western" enjoys is being maintained by every machine that goes out of our plant.

The elevator owner, whose plant is fitted with "Western" machinery, is bound to get the biggest profit his business will yield.

Everything from pit to cupola.

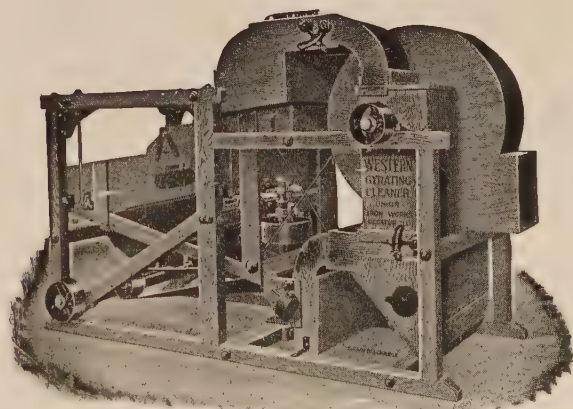
Ask for catalog of our line.

## Union Iron Works

Decatur

Illinois

Car Loaders	Conveyors
Buckets	Manlifts
Boots	Link Belting
Elevator Heads	Pulleys
Feed Mills	Shafting
Spouting	Clutches
Turnheads	Distributors
Cleaners	Take-ups
Shellers	Scales
Gears	Car Pullers
Beltings	Couplings



"Western" Gyrating Cleaner

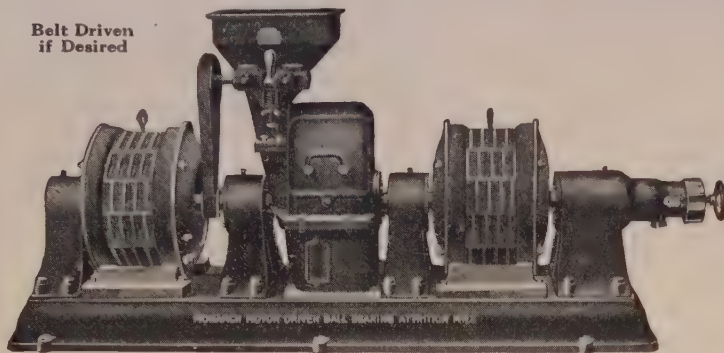


## The "Monarch" Ball Bearing Attrition Mill

*"All That the Name Implies"*

Feed grinding is profitable, and the elevator man is logically the man to do the grinding. More and more elevator owners are installing feed grinding equipment in their plants, and a large percentage of them are putting in "Monarch" Attrition Mills. Their choice is determined by the record of the "Monarch" for consistent good performance and efficient operation. It is economical of power and oil; bearing trouble is an unknown factor; shut-downs do not occur.

Belt Driven  
if Desired



Ask us for information about the "Monarch" and about the entire subject of feed grinding.

*Write for Catalog No. D115*

**SPROUT, WALDRON & COMPANY**

Mill Builders and Milling Engineers

P. O. Box No. 26

Main Office and Works: MUNCY, PA.

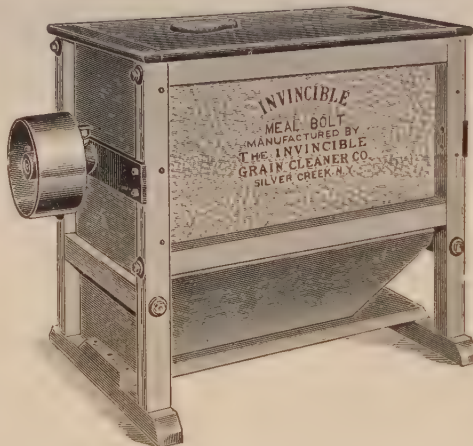
Chicago Office: No. 9 S. Clinton St.

What do you do with the meal that is separated from your cracked corn?

Did you ever think of making a high grade of Table Meal?

No expensive installation necessary.

The money would soon be returned to you in the way of increased profits.



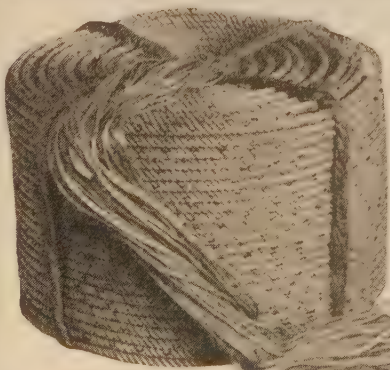
The INVINCIBLE Corn Meal Bolt occupies but very little space, and yet it has a large capacity.

The cost is only a trifle as compared with what the machine will accomplish.

Take the time to write us for details.

**INVINCIBLE GRAIN CLEANER COMPANY**

Silver Creek, N. Y.



## FROM MAINSHAFT TO HEAD

Specify AJAX TRANSMISSION Rope in your elevator. Designed especially for grain elevators, it is the best rope the most skillful workmanship can produce. Delays caused by broken transmission rope are expensive. Specify AJAX on your next job.

**H. CHANNON CO.**

Chicago, Ill.

**AJAX**



# Westinghouse Motors

## *In the Grain Elevator*



Westinghouse Type CS Motors are exceptionally well adapted for drives in grain elevators, and can be simply and conveniently applied. They are strong mechanically and possess liberal shaft and bearing sizes. The windings are well braced—while the rotor is practically indestructible.

Westinghouse Motors accomplish savings in building construction, on power cost and on maintenance—they assure a cleaner mill with less spoilage and a drive that is always dependable and available. Write our nearest office.

**Westinghouse Electric & Mfg. Co.**  
East Pittsburgh, Pa.



## EDWARDS ROLLING STEEL DOORS



in Gear Operated



Handle Operated

Made of special cold rolled steel, heavy enough to be an absolute protection against fire and burglars. Patented mechanism closes doors automatically in case of fire. All sizes available up to 40 feet wide and 100 feet high.

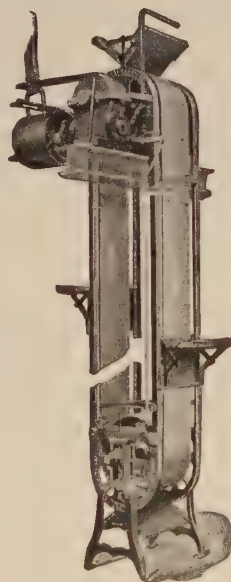
Special designs and specifications prepared by our Engineering Department for the asking. We also make Metal Roofing, Steel Lockers, Portable Buildings, Metal Bins, Metal Shelving, etc.

Send for catalog giving full particulars.

**THE EDWARDS MFG. CO.**

339-389 Eggleston Avenue CINCINNATI, OHIO  
Lester G. Wilson, Cons. Engr.

## THE HUMPHREY EMPLOYEE'S ELEVATOR



again was given preference as a part of the equipment of the Chicago & Northwestern Railway Elevator at Milwaukee.

This is proof of the HUMPHREY efficiency in power man-lifts. Saves time and energy of workman.

Write for prices and detailed information why the "Humphrey Endless Belt Route" means bigger profits to the owner.

**HUMPHREY ELEVATOR COMPANY**

Dept. G.  
Sole Manufacturers

Faribault,

Minnesota



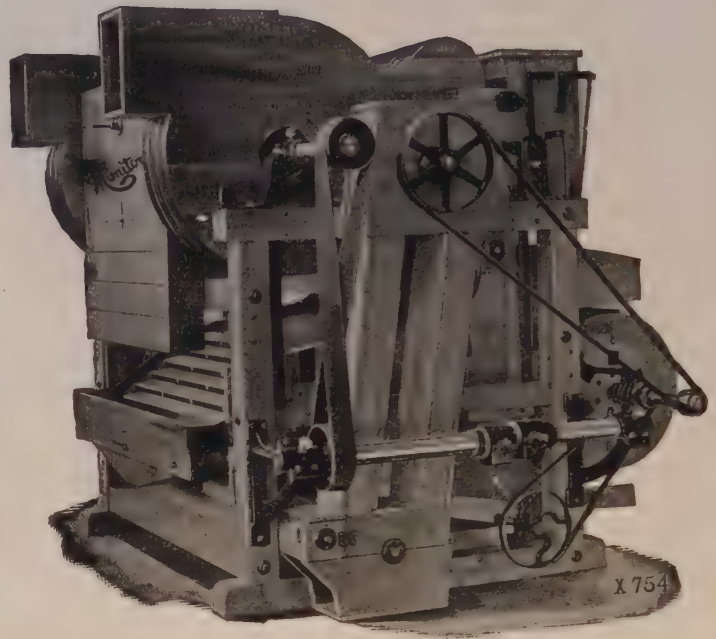


## Northwestern Separator

Will do more and better cleaning of Succotash Mixtures than was ever done until this machine was produced. We stand ready to prove this in any elevator.

**HUNTLEY MFG. CO.**

Silver Creek, N. Y.



## HOW MANY TRIPS

to the top of your elevator do you make in the course of a year? Make an estimate, and then figure the amount of time and energy you are wasting if your house is not fitted with an easily and cheaply operated manlift.

## The CONSTANT SAFETY MANLIFT

will eliminate this waste—and it will make the elevator and the elevator operator more efficient in every way. It is the easiest and cheapest operated manlift on the market, and the safest as well. The sheave over which the rope operates is fitted with ball bearings; the brakes are adjustable and positive in their action, and they work independently of each other. All material is carefully selected for the work it is to perform.

*A manlift reduces the insurance rate.*

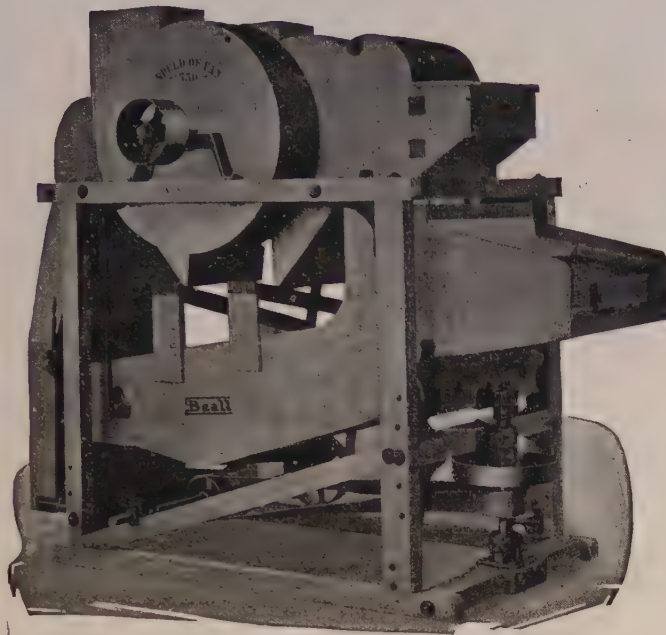
Ask for our catalog of elevator machinery.

**B. S. CONSTANT MFG. CO.**

BLOOMINGTON, ILL.



# The Beall Grain Separator



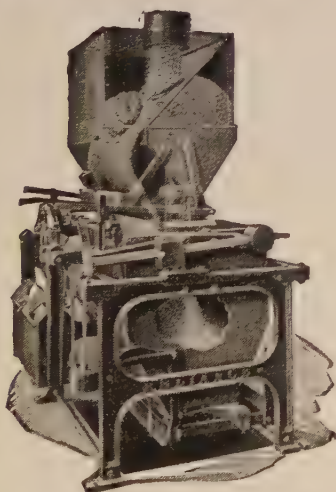
*A splendidly balanced, smooth-running machine that pays a good profit wherever used, cleaning grain evenly and thoroughly with two independent fans.*

**Beall**  
THE MARK OF QUALITY

*The air system is as perfect as modern ingenuity can make it. Never any disappointment. Send for Catalogue giving full working particulars and complete details.*

**Beall Improvements Co., Decatur, Ill.**

## RELIANCE AUTOMATIC SCALES



New and improved features put these scales in a class by themselves. Weigh evenly and accurately, screening the grain for sticks or stalks, and allowing a steady, uniform flow under all conditions.

Send for fuller information

**National Automatic Scale Co.**  
3440-3442 So. Ashland Ave. CHICAGO, ILL.

**A**S PIONEERS in the manufacture of rubber belting for elevating and conveying grain, we feel that we are in better position than other manufacturers to cater to the needs of grain elevator owners. The world's largest grain elevator, many of the larger terminal elevators and scores of country houses use our Elevator Belting. It is warranted to run perfectly smooth and true on pulleys, and can be depended upon at all times to do the work required.

Belts punched accurately for buckets if desired. Estimates for elevator equipments cheerfully furnished.

## New York Belting & Packing Co.

91-93 Chambers Street  
NEW YORK

124-126 W. Lake Street  
CHICAGO, ILL.

2d Ave. N. and 3d Street  
MINNEAPOLIS, MINN.

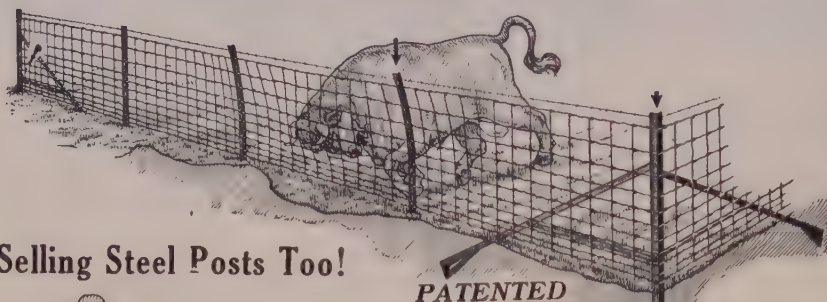
218-220 Chestnut Street  
ST. LOUIS, MO.





## OPEN SEASON FOR STEEL FENCING

Dealers Double Profits



Selling Steel Posts Too!

PATENTED

Now, when farmers are buying wire fencing, sell them **Carbo Steel Posts, too.**

Breeders, agriculturists, or orchardists are fully acquainted with the worthlessness of wooden posts—of their annual repair expense—and of the worries and troubles they bring.

You can easily get orders for Carbo Posts simply by showing a post and explaining its reasonable price. No extra time, no extra efforts to make these sales and you have a profit on both fence and posts.

Now, here's why showing

## CARBO STEEL POSTS

Flexible

to fence customers and to those who ought to be, sells them. First, Carbo Posts set in the ground direct—they won't bend or break—are fire, frost and lightning proof.

Second, Carbo Posts are made of life-lasting, springy angle steel—hold any kind of fencing with the use of ordinary staples.

Third, Carbo Posts are used and endorsed by Agricultural Schools, Experiment Stations and used by the U. S. Government.

Fourth, Carbo Steel Posts are not only flexible and permanent but they allow fence line burning, which is already compulsory in some States.

**Write for Exclusive Sales Proposition Now**

Let us show you how thousands of dealers have doubled up in fence profits with Carbo Posts and how you can do the same. Write today for Dealers' Proposition A.

CARBO STEEL POST CO., 2600 W. 111th Street, CHICAGO, ILL.

## KENNEDY CAR LINERS

Prevent Leakages  
Avoid Claims  
Saves Money

Used by Thousands of  
Progressive Shippers

MADE BY

THE KENNEDY CAR  
LINER & BAG CO.

SHELBYVILLE, INDIANA

Prevent  
CLAIM LOSSES  
with

TYDEN  
CAR SEALS

Bearing shipper's name  
and consecutive numbers.

6000 SHIPPERS  
Are now using them.  
Write for samples  
and prices.

INTERNATIONAL SEAL & LOCK CO.

Chas. J. Webb, Vice-President  
617 Railway Exchange Bldg. CHICAGO, ILL.

## THE MILLER NON-FREEZING PUMP TYPE FIRE EXTINGUISHER

Capacity 2½ Gallons



Simple  
Operation  
of a  
Pump

Discharging  
and  
Stopping  
at will

Non-  
Freezing  
40 below  
Zero  
Harmless  
to Flesh  
or  
Fabrics

Throws a Continuous Stream 45 Feet  
CONSTRUCTION of this appliance MUST NOT BE CLASSED  
with other types of extinguishers.

UNDERWRITERS' LABORATORIES, INC.  
INSPECTED  
HAND PUMP FIRE EXTINGUISHER  
2½ GALLONS

Can be tested any time without the loss of liquid, the solution being discharged back into the shell through the filler.

## A Practical and Reliable Fire Appliance for all Seasons of the Year

OUR NON-FREEZING PUMP TYPE FIRE EXTINGUISHER

is constructed of heavy copper, brass and non-kinking hose. It has withstood an unlimited test in every detail for durability and efficiency, under all conditions to which an appliance of this kind is subjected in general use, by the Underwriters' Laboratories, Inc., under the direction of the National Board of Fire Underwriters.

Can be tested any time without the loss of liquid, the solution being discharged back into the shell through the filler.

There is no time lost in generating a pressure. A powerful, continuous stream forty-five feet is thrown immediately, which can be stopped and put into action at will, preventing any waste of liquid.

Miller Chemical Engine Co.

Builders General Fire Appliances

220-222 W. Huron St.

Chicago, U. S. A.

Get Bulletin 250 (100,000 Circulation)  
85 pages

ZELNICKER IN ST. LOUIS

Before buying or selling

CARS, RAILS

Steam and Electric Power Plant Equipment  
Machinery—Tanks—etc.

## IMPROVED DUPLICATING GRAIN TICKETS

With the use of Form 19GT as a scale book much time and labor will be saved as one writing with the use of carbon will give you a complete record and at the same time, a ticket will be ready for the hauler. Very convenient for dealers who regularly issue scale tickets for each load of grain received. Chance of error will be minimized as both the ticket and office record will be the same.

This book contains 250 leaves. Each of the 125 original leaves bears four scale tickets, is machine perforated, printed on white bond, size of tickets 3x6½ inches. The 125 duplicates are printed on manila, but not perforated. Check bound at top of tickets with hinge top cover, 500 tickets in each book arranged horizontally. Size of book 7½x12 inches, each book supplied with 5 sheets of carbon.

The printing is crosswise the ticket and has spaces for the following record: "Owner, Hauler, Grain, Grade and Dockage, Gross, Tare, Net, Total Dockage, Net Pounds, Bushels, Price and Amount, Storage Ticket No., Station Ticket No., and Date, Weigher, Name of Firm or Buyer." Order Form 19 GT. Price \$1.00.

GRAIN DEALERS JOURNAL

305 So. La Salle St.

Chicago, Ill.

Every time you mention the  
GRAIN DEALERS JOURNAL  
to an advertiser, you  
help to make it bigger and better.

## Want an Elevator?

Then consult the "Elevators  
for Sale" columns in this issue  
of the Grain Dealers Journal.



# THE MILL BEHIND

# Ankorite

## STEEL DRIVE POSTS

### Ankorite

STEEL FENCE POSTS

#### A Remarkable Sales Success

The steady flow of re-orders from the large number of dealers selling ANKORITE STEEL DRIVE POSTS — the continual addition of new dealers — the great total volume of ANKORITE POSTS sold—all this makes up a selling success that is truly remarkable.

#### DEALERS SELL ANKORITE POSTS BECAUSE FARMERS WANT THEM

The Ankorite Post was designed to meet the farmer's real need for a labor-saving fence post of long-lasting satisfaction. It has the ingenious Crimped Anchor and other features of superiority, and it is Patented. The farmer knows merit and he finds it in Ankorite Posts.

Millions of farmers are reading our ads in the leading Farm Magazines. We are daily receiving large numbers of inquiries from farmers which we are referring to our dealers. This shows that fencing is already under way in many sections.

#### PREPARE NOW FOR THE GREATEST POST SEASON

Scores of farmers in your locality will want Ankorite Posts this Spring. A vast amount of fencing will be done early in the Season. Do you want to be the ONLY Ankorite Dealer in your territory? Then act at once.

#### Get Our Exclusive Sales Rights Plan

Territory is being taken every day. This is the time to prepare for Spring business. Write us to-day.

#### CALUMET STEEL COMPANY

208 S. La Salle St. Established 1907 Dept. 18 CHICAGO

—THE PATENTED CRIMPED ANCHOR

Prompt Shipment in Any Quantity

#### The Van Ness Safety Roller Bearing Manlift

Is built for service. Made from Selected White Birch, has dirt acting springs, double safety device that will not fail, runs easy, unnecessary to bolt or lock it while not in use.

Has wire cable and cotton hand line. Sold on 30 days' trial. Write for circulars and prices.

Manufactured and for sale by

**R. M. Van Ness Construction Company**  
203 Grain Exchange  
OMAHA, NEB.  
We Build Modern Grain Elevators



For Accurate Moisture Tests use our Grain Dealers Air Tight Cans for forwarding your grain samples.

**ST. LOUIS PAPER CAN AND TUBE CO.**  
ST. LOUIS, MO.

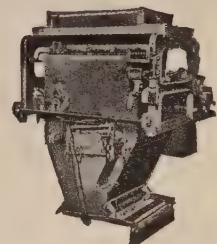
#### Cover's Dust Protector Rubber Protector, \$2.00

Sent postpaid on receipt of price; or on trial to responsible parties. Has automatic valve and fine sponge.

**H. S. COVER**  
Box 404 South Bend, Ind.



## THE SECRET of IDEAL WEIGHING



Is A

## TYPE REGISTERING RICHARDSON

## Have a Capable Feed Department

There is no better source of profit for an elevator than a feed department that is properly conducted. The extent of the profit depends, first, on the feed mill which must be able to turn out good quality grinding at the lowest possible cost; second, the persuasive powers of the elevator man to interest his patrons in his product.

If you are backed up by a good feed mill your persuasive powers will not be lacking.

You know what feed mill to install? Write and ask us.

**J. B. EHRSAM & SONS MFG. CO.**  
ENTERPRISE, KANSAS

## GRAIN SHIPPING LEDGER

**Form 24.** An indexed shipping ledger for keeping a complete record of the shipments of 5,000 cars. Facing pages are given to each firm to whom you ship and name indexed. The pages are 10 1-2 x 15 1-2 inches, used double.

The book contains 100 double pages. Atlas linen ledger paper is used. A 16-page ledger index in front will accommodate all names necessary. The book is tight bound in heavy cloth covers with leather back and corners. Price \$3.00.

**Grain Dealers Journal**  
315 So. La Salle St. CHICAGO, ILL.



## Big Business is Just Ahead of You—



Unusual Demand for Coal Handling Machinery  
A Good Business Barometer

Are your facilities adequate for handling your present tonnage—and *More Business too!*  
Let us show you a way to reduce your Handling Cost, increase daily deliveries and better your service.

**G-W  
Wagon  
Loaders**  
Solves the  
Loading  
Problem

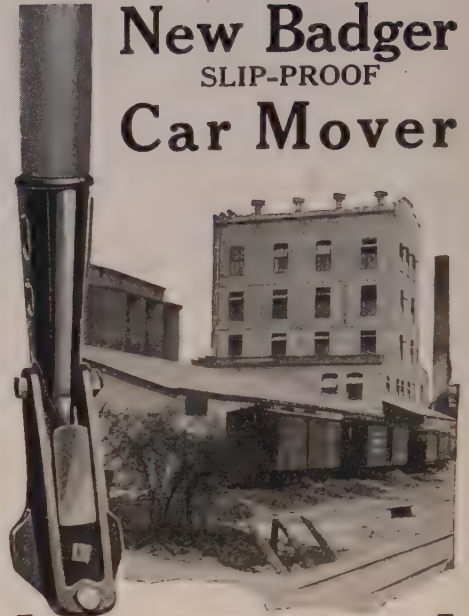
Send for  
Catalog 16G.



**GIFFORD-WOOD CO.**

Chicago Office: 565 W. Washington Street  
Works: Hudson, N. Y.

## New Badger SLIP-PROOF Car Mover



**One Man Easily Moves Heaviest Cars of Grain**  
Puts your cars just where you want them—just when you need them.

**Turning the Wheels Does It.**  
Every ounce of pressure exerted at the end of handle is tremendously multiplied through the ingenious compound toggle leverage action.

Heavy, simple construction—will stand up under the most severe usage.

**Try One 30 Days—No Money in Advance**  
If you keep it, send us \$5.50, plus freight—if you don't keep it, we pay the freight both ways and forget it.

For sale by leading jobbers everywhere—if yours can't supply you, order direct.

**ADVANCE CAR MOVER CO., Appleton, Wis.**

**Canadian Advance Car Mover Co., Welland, Ont.**



## THE ONLY SANE, SAFE THING

to do is to install an All Metal  
Fire Proof

## Knickerbocker "1905" Cyclone DUST COLLECTOR

**The Knickerbocker Co.,**

**Jackson, Michigan**

## HALL SPECIAL ELEVATOR LEG

When we conceived the idea of the **HALL SPECIAL LEG** we had one great big thought before us, that elevator owners are no longer satisfied with half work. What they want is a leg that will not keep a man constantly at the feed gate to prevent chokes and watch cups ascending half full. So we designed a leg to operate on a commercial basis. We figured your standpoint and found that it cost you more money than putting in the right system of transportation in the first place; and resolved to save you the constant expense, shortened profits, and worry that comes with confusion, lost motion and waste.



### HALL SIGNALING DISTRIBUTOR

The moment you receive notice from your consignee of a "reduction for mixed grain," stop and think. Note the amount. Ascertain the cause of the mixture. You can run it down.

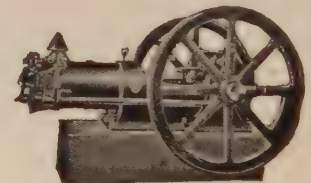
The elevator operator knows.

The **HALL SIGNALING DISTRIBUTOR** was invented originally for the sole purpose of preventing mixtures.

It accomplishes that purpose absolutely, and it often saves in one car load of grain, more than its cost.

Write for our Catalogues

**Hall Distributor Company, 222 Railway Exchange Bldg. Omaha, Nebr.**



## The First Cost the Last

Otto Gas and Gasoline Engines are sturdy, trustworthy and **rarely need repair.** They are first, last and always an **economy engine.**

A hundred thousand concerns have proved to themselves that "Ottos" are a tremendous asset to their business. Stock designs up to 40 H.P. are ready for early delivery.

**Important:** As kerosene is cheaper than gasoline, a great saving in operating can be effected by equipping your Otto with our kerosene burning attachment.

Use **Otto Engine Oil** and buy your Edison Battery renewals from us.

**Magnetos:** Consult us before buying.

**OTTO ENGINE MANUFACTURING CO.**

Successor to Otto Gas Engine Works

3219 Walnut Street, Philadelphia, Pa.

15-17 So. Clinton Street, Chicago, Ill.

## \$200,000,000 Yearly Lost by Rat and Mouse Damage

IT TAKES 300,000 MEN JUST TO REPAIR THIS DAMAGE

Stop It  
by Using

We will ship you two pounds, \$5.50; five pounds, \$11.00. on 30 days time

**Rat Cure**  
NEVER FAILS

IN TABLET FORM

**MORISRITE MFG. CO.**

**Bloomfield, N. J., U. S. A.**

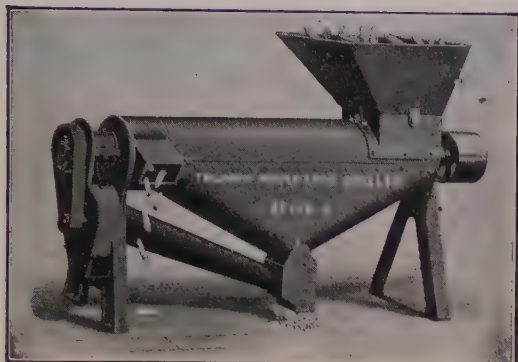
No Mixing  
No Odors

and if rats and mice do not eat it it is returnable at our expense.



**A Tester Wants a Job**  
in your plant. These clutches will save you money, power, time and trouble. Investigate today. A card brings our **Free Booklet.**  
**Decatur Foundry, Furnace & Machine Co., Dept. L, DECATUR, INDIANA**





## Triumph CORN SHELLER

A self contained corn sheller built entirely of iron and steel. Shells corn thoroly without breaking the cob or the kernels and takes little power. Well built and dependable, yet moderate in price because of its simplicity. Ask for our catalog.

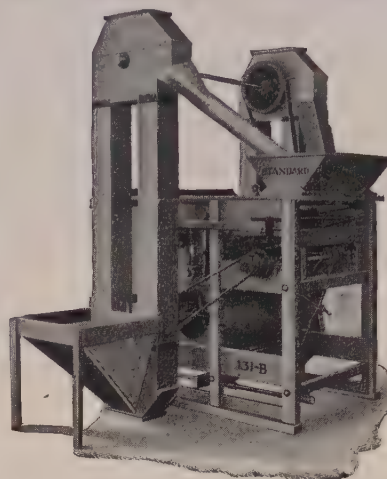
Delivery from stock

**THE C.O.BARTLETT & SNOW CO.**  
MAIN OFFICE & WORKS: CLEVELAND OHIO, U.S.A.

## STANDARD SEED CLEANERS

ARE EQUIPPED WITH PATENTED IMPROVEMENTS

ECONOMICAL



EFFICIENT

The Standard line is complete and contains machines for every seed and grain cleaning purpose.

No. 131-B Standard Cleaner, illustrated above, gives maximum results in cleaning every variety of field seed and seed grain.

Write for descriptive circulars of the complete line.

**THE INTERNATIONAL MFG. CO.**  
Crestline, Ohio.

## A KEWANEE Renewable Bottom Loading Spout Saves Grain, Money, Time, Labor



Every experienced grain man knows that loading spouts wear only on the bottom side.

YOU have thrown away hundreds of dollars in grain spouts because of small holes. 98% of these spouts were still good. When small holes wear in the Kewanee, you don't have to throw away the spout. Just slip in new bottoms at a few cents each. Each section will outwear dozens of bottoms.

A Kewanee Renewable Bottom Loading Spout is a permanent improvement—the old style spout is always temporary. The Kewanee costs about the same as others, but will outlast a dozen of them.

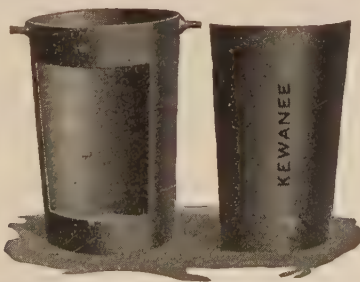
Give us the size of your down spout and length of your present loading spout, and let us show you how to save. A rough sketch will help us. You will be under no obligations.

**Kewanee Implement Co.**

514 Commercial Street

Kewanee, Illinois

Section of  
Kewanee  
Renewable  
Bottom  
Loading  
Spout



Pat. Pending

## Try Our Automatic Dump Controller

We believe this will be a big year in the Elevator Building Business, since the last year or so was given almost wholly to the repairing and remodeling of the old houses.



Since the closing of the War means the beginning of a New Era in the History of the World, so, also will the people be looking to the newest and best manner in which to handle their business. Therefore, when contemplating the erection of a new Grain Elevator, think what it means to have a perfect working dump and give your attention to making yours such.

There is no better way than by having it controlled by an Automatic device made expressly for this purpose. There are hundreds in use today giving satisfaction, and you can have this Service with little expense.

Drop a line to us and get full particulars regarding our AUTOMATIC DUMP CONTROLLER.

**L. J. McMILLIN**

525 Board of Trade Bldg. INDIANAPOLIS, IND.

For whatever you wish to know about equipment or supplies used in or about a grain elevator ask the

Information Bureau

Grain Dealers Journal Chicago, Ill.



## GRAIN ELEVATOR BUILDERS

### DON'T DELAY BUILDING!

We give you QUICK ACTION

Builders of

Grain Elevators, Alfalfa Plants  
and Coal Pockets

WOOD or FIREPROOF CONSTRUCTION

**Younglove Construction Company**

412 United Bank Building SIOUX CITY, IOWA



### JACKS

For Lifting Concrete Forms

12 Years of Service

Over 4,000 in Use

**Nelson Machine Co.**

WAUKEGAN, ILL.

**R. C. STONE ENGINEERING CO.**

320 MERCHANTS EXCHANGE  
ST. LOUIS, MO.

DESIGNERS AND BUILDERS OF  
**CONCRETE AND WOOD ELEVATORS**

CORRESPONDENCE SOLICITED

**BALLINGER & McALLISTER**

ENGINEERS AND CONTRACTORS

Grain Elevators Driers Coal Chutes  
Wood or Concrete

UNITY BLDG., BLOOMINGTON, ILL.

**MACDONALD ENGINEERING CO.**

DESIGNERS AND BUILDERS OF

**GRAIN ELEVATORS**

MONADNOCK BLDG. CHICAGO, ILL.

**BIRCHARD**

CONSTRUCTION CO.  
CONTRACTORS GRAIN ELEVATORS

Mills and Warehouses

Especially Designed for Economy of  
Operation and Maintenance

1129 J Street LINCOLN, NEB.

**Your Individual Needs**

are respected when your elevator  
is designed and built by

**W. H. CRAMER CONSTRUCTION CO.**  
NORTH PLATTE, NEBR.

Write for Details of Our System

**Decatur Construction Co.**

ENGINEERS AND BUILDERS

OF GRAIN ELEVATORS

510-512 Wait Building

DECATUR ILLINOIS

**EFFICIENT ERECTING CO.**

We make plans and build up-to-date  
GRAIN ELEVATORS AND MILLS

GEO. H. CRAIG

6803 Parnell Ave., Englewood, Chicago, Ill.

**If you wish to build your elevator  
right, my eighteen years experi-  
ence is at your command.**

**C. E. BIRD & CO.**

MINNEAPOLIS MINNESOTA

**HICKOK Construction Co. MINNEAPOLIS & SPOKANE ELEVATORS**



R. E. Jones Co., Wabasha, Minn.

We have the most complete  
organization in the Northwest  
for the construction of

**GRAIN and COAL  
ELEVATORS**

**T. E. Ibberson Company**  
MINNEAPOLIS, MINN.



**"Gain may be temporary and uncertain but  
expense is constant and certain."**

Year after year we build for the same clients.  
There must be a reason.

Let Burrell Engineering & Construction Company  
design and build your elevator or mill and be sure your  
expense which is constant will be kept to a minimum.

Do not experiment when you make a permanent  
investment. Our service is available to you.

*Elevators, Mills, Storage* 900 Successful Plants Built and Operating

**BURRELL ENGINEERING & CONSTR. CO.**

Webster Bldg. - - - - CHICAGO, ILL.

Herskowitz Bldg., OKLAHOMA CITY, OKLA.



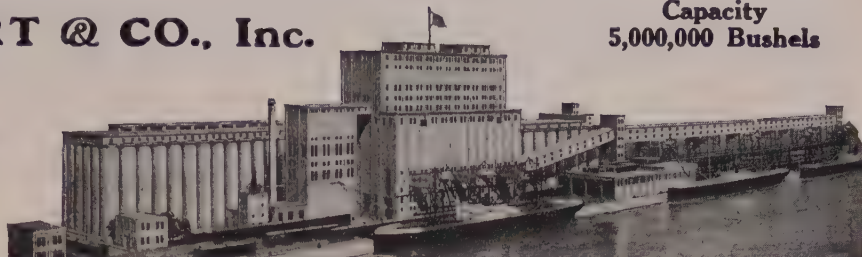
## THE MOST MODERN ELEVATOR IN THE WORLD

Now in course of construction at Canton, Baltimore, Md.,  
for the Pennsylvania Railroad.

**JAMES STEWART & CO., Inc.**

Designers and Builders  
GRAIN ELEVATORS  
IN ALL PARTS OF THE WORLD  
GRAIN ELEVATOR DEPT.  
15th Floor, Westminster Bldg.  
CHICAGO  
W. R. SINKS, Manager

Capacity  
5,000,000 Bushels



## Canadian Government Grain Elevator Port Arthur, Ontario

Capacity 3,500,000 Bushels

The Last Word in GRAIN ELEVATORS

Designed and Built by

**Barnett-McQueen Co., Limited**

OFFICES { FORT WILLIAM, ONT.  
DULUTH, MINN.  
MINNEAPOLIS, MINN.



Pennsylvania Railroad Co.'s Terminal  
Elevator at Erie, Pa. 1,250,000 storage  
capacity, with marine leg, 25,000 bu. re-  
ceiving capacity. All concrete, modern  
construction, with latest improvements.

Designed and built under the  
direction of

**Folwell-Ahlskog Co.**

McCormick Bldg. - Chicago, Ill.

Write us for Estimates and Proposals

**NEWELL  
CONSTRUCTION CO.**

CONTRACTORS, DESIGNERS  
AND BUILDERS

Also Jobbers of

ELEVATOR AND MILL SUPPLIES

430-432 Granby Bldg.

CEDAR RAPIDS - - IOWA

**White Star Co.**  
WICHITA, KAN.

**BUILDERS of  
Good Elevators**

WRITE US ABOUT THE  
PLANT YOU HAVE IN MIND

**L. J. McMILLIN**  
ENGINEER and CONTRACTOR of  
**GRAIN ELEVATORS**

Any Size or Capacity

523 Board of Trade Bldg., Indianapolis, Ind.

**A. F. ROBERTS**  
**ERECTS** ELEVATORS  
CORN MILLS  
WAREHOUSES  
**FURNISHES** PLANS  
ESTIMATES  
MACHINERY  
SABETHA, KANSAS

**MILLER, HOLBROOK, WARREN & CO.**  
DESIGNING ENGINEERS

Reinforced Concrete Elevators  
Large or Small

Millikin Building DECATUR, ILL.

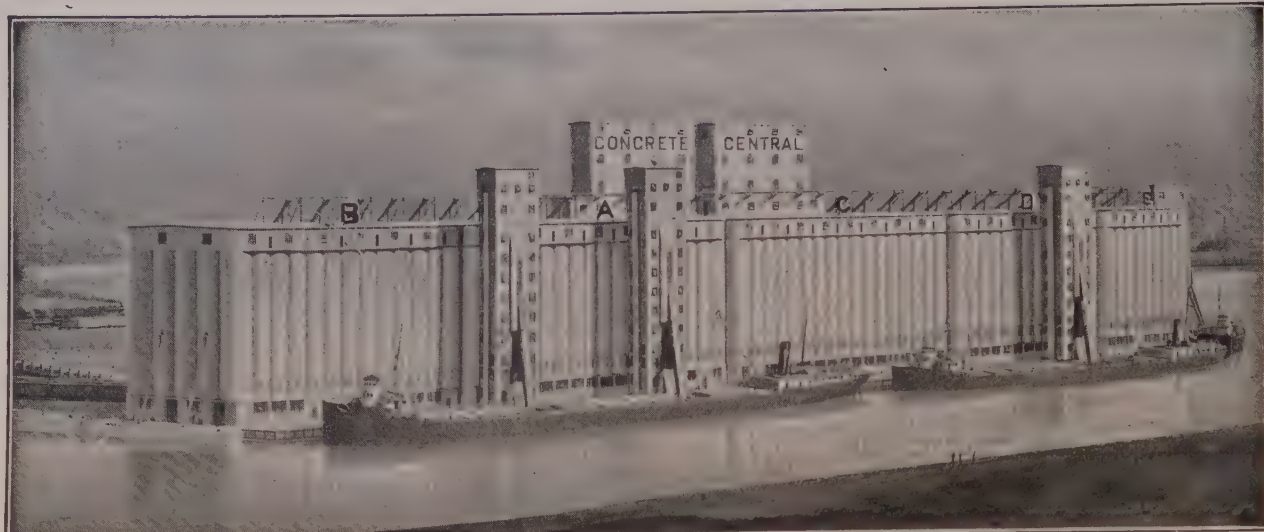
**FIREPROOF GRAIN ELEVATORS**

**DEVERELL, SPENCER & CO.**

Garrett Building BALTIMORE, MARYLAND

I COULD not get along without the Jour-  
nal.—Oscar Jones, Newellton Elvtr. Co.,  
Newellton, La.





CONCRETE-CENTRAL ELEVATOR—BUFFALO

	ORIGINAL CONTRACT	ADDITIONS
Concrete-Central	Sec. A, 1915	B, 1916. C, D, E, 1917
Shredded Wheat	1911	1913 & 1914
Connecting Terminal	1914	1916
A. J. Wheeler	Monarch Elevator	Wheeler Elevator
Superior	1914	1916
Archer Daniels Linseed Co.	1915	1916
The Record of Satisfactory Work		Its Reward

## MONARCH ENGINEERING COMPANY

Chamber of Commerce

BUFFALO, N. Y.

## Indiana Grain Dealers

have been so well satisfied with the grain elevators we have built in all parts of the state during the last four years, that we have been compelled to specialize in grain elevators and to study the needs of Hoosier grain dealers.

When your plans and specifications are drawn the Reliance way you know just what you are to get. And the house that is thus represented on paper will endure and will be economical to operate.

Satisfied customers in all parts of Indiana will be glad to show you the convenient arrangement of our labor saving elevators.

When you let the contract to us you get just what you expect to get.

*Write us for plans and specifications of our 1920 economical elevator.*

## RELIANCE CONSTRUCTION CO.

BOARD OF TRADE

INDIANAPOLIS, IND.





## Elevator No. 2

Manchester Ship  
Canal Company

Manchester, England

1,500,000 Bushels

### John S. Metcalf Co., Ltd., Grain Elevator Engineers

54 St. Francois Xavier Street  
MONTREAL, CANADA

108 South La Salle Street  
CHICAGO, ILL., U. S. A.

395 Collins Street  
MELBOURNE, AUSTRALIA

36 Southampton Street Strand  
LONDON, W. C., ENGLAND

### FEGLES-BELLOWS ENGINEERING CO. LIMITED

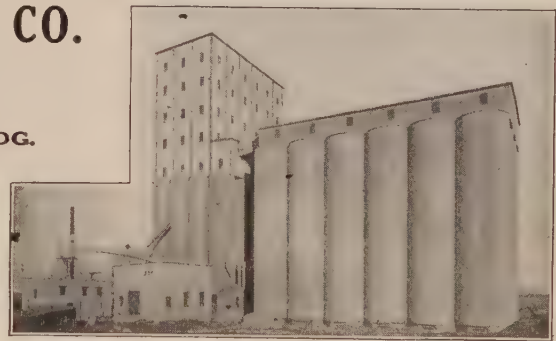
#### ENGINEERS—CONTRACTORS

GRAIN EXCHANGE,  
FORT WILLIAM, ONT.

UNION BANK BLDG.  
WINNIPEG MAN.

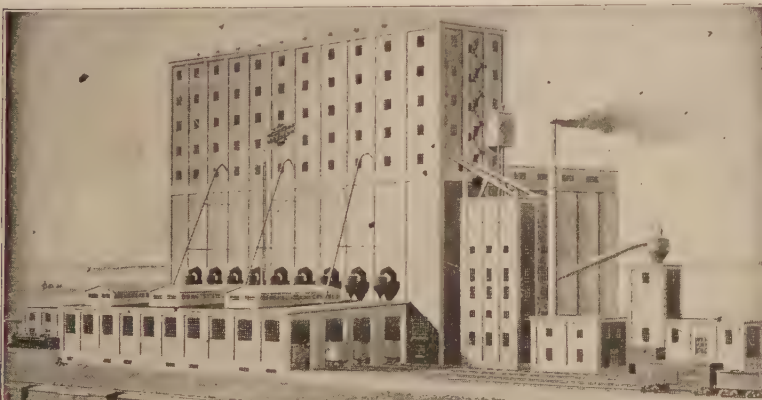
#### THIS IS WHAT WE DID IN 1917

500,000 Bu. Fireproof Elevator, C. G. Ry., St. John, N. B.  
175,000 Bu. Fireproof Elevator, Western Terminal, Ft. William  
500,000 Bu. Fireproof Elevator, N. M. Patterson Co., Ft. William  
1,000,000 Bu. Fireproof Elevator, C. G. Ry., Transcona, Man.  
Fireproof Treating Plant, Anchor Elevator, Winnipeg, Man.  
Complete Fireproof Plant—Mill, Warehouse and Elevator—for  
the Echo Flour Mills Co., Gladstone, Man.



Canadian Government Railways Elevator, Transcona Man

WE HAVE AN ENVIABLE RECORD FOR SERVICE



### The 1,250,000 Bushel C. & N. W. Elevator

at

Council Bluffs, Iowa

is the latest acknowledgment of our  
capabilities as Grain Elevator Engineers  
and Constructors.

### WITHERSPOON-ENGLAR CO.

1250 Monadnock Bldg., CHICAGO, ILL.

Builders of Modern, Fireproof  
MILLS AND ELEVATORS



## GRAIN ELEVATOR BUILDERS

**D. F. HOAG & CO.**  
Designers and Constructors of  
**GRAIN ELEVATORS**  
Corn Exchange, Minneapolis

**W. C. BAILEY**  
Contracts and Builds  
**Modern Grain Elevators**  
We can furnish and install equipment in old or new elevators, guaranteeing greater capacity with less power, and positive Non-Chokable working leg. Let us show you.  
**433 Range Bldg., OMAHA, NEBR.**

**A. G. BOGGESE**  
Builder of  
**GRAIN ELEVATORS**  
and Coal Pockets  
Phone F. 282 P. O. Box 166  
**DECATUR, ILL.**

### L. N. COPE & SON

GENERAL CONTRACTORS

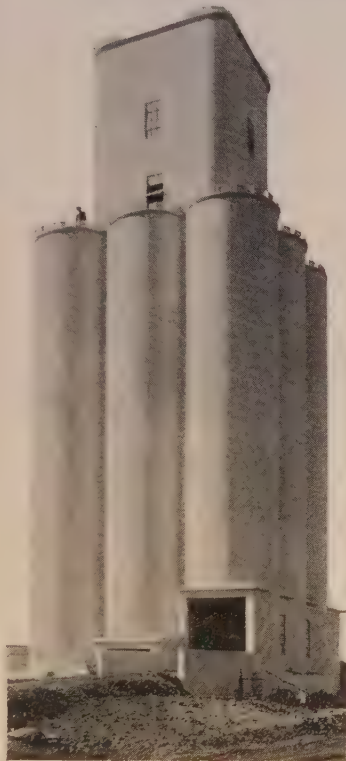
DECATUR  
ILLINOIS

Builders  
of

Concrete  
Elevators

*Any Size  
Any Place*

Write us for  
Estimates on Any  
Class of Buildings



American Flint Tile Elevator

### HOLLOW TILE ELEVATORS

Fireproof, no upkeep,  
indestructible. Guaranteed.

Built with

**American Flint Tile**

**COST LESS THAN  
CEMENT OR WOOD**

Special Construction. Plans  
and estimates furnished free.

Dep't Y

**W. W. COATES CO.**

Kansas City      Omaha  
Sioux City        Des Moines  
Oklahoma City   St. Louis

### Grain Shipping Ledger

**Form 24.** An indexed shipping ledger for keeping perfect record of the shipments of 5,000 cars. Facing pages are given to each firm to whom you ship and name indexed. The pages are 10½x15½ inches, used double.

The book contains 100 double pages. The best linen ledger paper is used. The regular ledger index in front will accommodate all names necessary. The book is tight bound in heavy cloth covers with leather back and corners. Price, \$3.00.

### GRAIN DEALERS JOURNAL

305 So. La Salle Street

CHICAGO, ILL.

### TORSION BALANCE

Corn Grading  
Grain Moisture  
Bean and Seed Testing Scales  
Special Scales for Special Purposes

#### Torsion Balances

—have—  
No Knife-edges—No Friction—  
No Wear—No Concealed  
Bearings

Used by U. S. Dept. of Agriculture, Testing Stations, Grain Elevators, Seedsmen, Commission Houses and Boards of Trade.

WRITE FOR SEED PAMPHLET

#### Torsion Balance Co.

MAIN OFFICE      Factory  
92 Reade St.      147 8th St.  
New York, N. Y.      Jersey City, N. J.  
Pacific Coast Branch  
49 California St., San Francisco, Cal.



Style No. 6000  
Corn Grading Balance

I IMAGINED that I could get along without the Journal this year, but I believe, that if I were just tramping, I would try to have the Journal visit me regularly. I insist that I get a copy soon. If you don't go to press for several days, please send me your latest number.—Geo. A. Shike, mgr. Farmers Co-operative Elevtr. Co.

### WAGON HOISTS AND DUMP IRONS



Used PULLEYS  
SHAFTING  
BOXES, Etc.

Send for Lists

**W. D. BROWNING**

73 Washington MEMPHIS, TENN.

Use Universal Grain Code and Reduce Your Tolls





**ALBERT MILLER & COMPANY**  
 Handlers of everything in  
**HAY and STRAW**  
 "CONSIGNMENTS AND ORDERS SOLICITED"

Timothy	Prairie	192 N. Clark St. CHICAGO, ILL.
Clover	Packing	
Alfalfa	Straw	

## CLEAN AND LOAD IN ONE OPERATION

Now that grain is commanding such a high price and there is and will be such a demand for it, it behooves you to load it properly, this means that you should use a Car Loader that cleans and loads at the same time. We guarantee this for

The  
 Combined Grain Cleaner  
 and  
 Pneumatic Car Loader



It does not mill or crack the grain; fills cars to full capacity; strong, durable, requires no attention after starting. Cools and dries the grain as it passes through the air.

Used by hundreds of elevator owners. List of users will be sent you on request.

Write for list and circulars

**MATTOON GRAIN CONVEYOR CO., Mattoon, Ill.**

## THE ROBERTS ALFALFA MILL

When fitted with baled hay attachment will grind baled hay as readily as loose hay without the operator breaking the bales.

The Roberts Packers are especially designed for alfalfa meal, easily operated and do not tear the bags.

Maximum capacity with minimum power.

Write for catalog and descriptive matter.

**THE ROBERTS MILL & MACHINERY COMPANY**

1725-31 Blake Street, DENVER, COLORADO

## Shipping Notices Duplicating

are designed for use by grain country shippers in advising receivers of shipments, giving complete information regarding each car. The carbon copy remaining in the book gives shippers a ready reference for each load.

The form shows the grade, kind and weight of grain loaded into car—initials and number, with seal numbers, at.....station, on.....date; billed shipper's order, notify.....draft for \$.....; made thru.....bank of.....to apply on sale of.....bushels made.....

Printed on white bond originals, perforated so they may be easily removed without tearing, and yellow manila duplicates. Bound in books of 50 sets with heavy hinged pressboard tops and binders board bottoms, size 5½x8½ inches and supplied with two sheets of carbon. Order Form No. 3 S. N. Price 75c. Send all orders to

'GRAIN DEALERS JOURNAL,

315 So. La Salle St., Chicago, Ill.



## A Real Protective Paint

is one that successfully withstands for many years the attacks of rust and corrosion.

## DIXON'S Silica Graphite PAINT

will effectually protect for years, roofs, stacks, fences, etc.

Time tests the efficiency of a paint. We have records of long service given by Dixon's Silica-Graphite Paint in all climates and all kinds of structures.

Protective paint should be bought on "price per year of service" basis, not "price per gallon".

Write for Booklet No. 15-B.

Made in JERSEY CITY, N. J., by the  
**JOSEPH DIXON CRUCIBLE COMPANY**



ESTABLISHED 1827

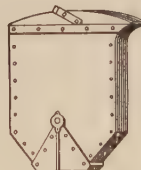


## PAYS for ITSELF



Loads every car to full capacity without scooping in dusty car. Improves grades. Cannot injure the tenderest grains. Simple and easy to install and operate. It will pay you to write for booklet, "Better Profits for You." 30 days' trial. Do it now.

**MAROA MFG. CO.**  
 Dept. G. MAROA, ILL.  
 Boss Car Loaders.



## "KLINGLER"

is Automatic—  
 Simple—  
 Accurate—

Weights Grain as you  
 Count Money

"Simplicity Assures Accuracy"

**KLINGLER MFG. CO.**

915 Washington Ave. So.  
 MINNEAPOLIS, MINN.

WE ARE positive that the Grain Dealers Journal is far in the lead of grain trade papers. We have others, but they will in no way compare with the Journal. —Ed. M. Adkins Grain Co., Mark M. Adkins, Elmo, Mo.



# Wanted and For Sale

The rate for advertisements in this department is 20 cents per type line each insertion

## ELEVATORS FOR SALE.

**BEST ELEVATOR** and grain business. and fine home, in east Central Kansas, for sale. Address Box D, Grain Dealers Journal, Chicago.

**GRAIN ELEVATOR**, Coal, Flour and Feed business, located central part of Indiana. Address F. L. Watkins, Kokomo, Indiana.

**30,000 BU. ELEVATOR** for sale, complete with machinery and additional warehouses. Address Coleman State Bank, Coleman, Wisc.

**20,000 BU. ELEVATOR**, frame building, for sale. Located at Osage, Iowa, on C. G. W. R. R. Very cheap. Write Buy, Box 3, Grain Dealers Journal, Chicago.

**DOUBLE YOUR MONEY** within three years by investing NOW in Ohio elevator and coal business. \$16,000 cash—no trade. Address Double, Box 5, % Grain Dealers Journal, Chicago.

**40,000 bu. elevator**, southwest of Chicago, in town of 600. Handles 250,000 bus. annually. Electric power. Good coal business. \$12,000. James M. Maguire, 432 Postal Bldg., Chicago, Ill.

**THREE** well located Elevators, central Ill., close together. One small transfer elevator with Hess drier. Will sell separate or together. Address Transfer, Box 2, Grain Dealers Journal, Chicago.

**FOR SALE:** An elevator and coal business in central Iowa. Good proposition. Owner has other business and must sell. Address Central Iowa, Box 7, c-o Grain Dealers Journal, Chicago, Ill.

**GRAIN ELEVATOR** to settle estate. Located on C&A R.R. in west central Ill. Carry side lines of coal, salt, cement, flour and mill feeds. Address Mary A. Whalen, Pearl, Pike Co., Ill.

**50,000 bu. capacity** in town of 2,000; 60 miles from Chicago. Handles 250,000 bus. annually. Fine coal business. One good competitor. \$13,000. James M. Maguire, 432 Postal Telegraph Bldg., Chicago, Ill.

**FOR SALE OR EXCHANGE**—Elevator, coal and retail feed business located in central Iowa in a good town and doing a good business. Terms to the right party. Address Main, Box 2, Grain Dealers Journal, Chicago.

**FOR SALE:** Wholesale and retail grain, hay, flour and seed business doing \$500,000 annual business. Located in delightful live Colorado town. Can be handled with \$75,000 actual money. Address Live, Box 2, Grain Dealers Journal, Chicago.

**LINE OF THREE** New Modern Elevators of 10,000 bus. capacity each. Handling 75,000 to 100,000 bus. each yearly. Located in the splendid soft wheat territory of north eastern Mo. Acreage large, looking perfect. Address S. J., Box 2, Grain Dealers Journal, Chicago, Ill.

**\$10,000** will buy elevator, feed and coal business in the best grain section of Northeastern Kansas if taken quick. Business will pay for itself in the next twelve months. An extra fine business and always has been. Best of reasons for selling. Address Ran, Box 2, Grain Dealers Journal, Chicago.

## ELEVATORS FOR SALE.

**FOR SALE**—20,000 bus. elevator, cribbed house feed business in connection. Only elevator in town of 2000. Fine prospect for wheat and a large acreage. Address Bargain, Box 12, Grain Dealers Journal, Chicago, Illinois.

**FOR SALE OR EXCHANGE**—Will sell or exchange for town property or farm an Ohio country elevator handling 300 cars of grain, hay and merchandise. Price \$4,500. Address H. F., Box 11, Grain Dealers Journal, Chicago.

**FOR SALE**—In central Iowa only elevator and lumber yard at station which has store, bank, church and consolidated school. If you are interested in a good business write for full particulars to Sam, Box 11, Grain Dealers Journal, Chicago, Illinois.

**FOR SALE OR LEASE**—8,000-bu. capacity elevator, with good farm implement business. Advancing years and death in the firm makes it advisable to sell. Good grain locality. Good business. For complete information apply to Alex Verdoot & Co., Bonnot's Mill, Mo.

**FOR SALE**—12,000 bu. cribbed elevator. Nearly new, handle feeds, seeds, tile, fence, posts, coal and all kinds of grain; also twine, flour and farming implements. This is a first class business in a fine farming community. Address Big Four, Box 12, Grain Dealers Journal, Chicago.

**FOR SALE**—One of the best elevators in northern Indiana. 50,000 bushel capacity, two dumps, two sets of scales, iron clad, two legs. Elevator in tip-top condition and handles 150,000 bushels of grain per year. Price \$16,000 and no trades. Address G, Box 12, Grain Dealers Journal, Chicago.

**ELEVATOR** on P. C. St. L. R. R. St. Louis division. Biggest acreage of wheat ever sown. Prospect fine. Shipped last year 30 cars of wheat, 5 cars rye, 10 cars oats. Shipped in 30 cars feed. Fine place for coal yard. Must be sold quick. Address Lock Box 155, Coatesville, Indiana.

**80,000 bu. Elevator** and Coal business, located in heart of corn and oats belt of Illinois, handling 250,000 bu. grain yearly. Will be glad to show our books to a prospective buyer. The very best competition, good shipping facilities and located in good town. Good reason for selling. Price, \$12,000. Address Elmer, Box 2, Grain Dealers Journal, Chicago.

**FOR SALE** or rent 12,000 bu. elevator equipped with new 20 H. P. Fairbanks engine, corn sheller and cleaner, chop rolls, oat clipper, cleaner scourer, 4 bu. automatic scales, new wagon scales, car loader, manlift. Everything complete. 2 legs. Also N. E. Qr. of Sect. 4, Twp. 31, R. 5. In N. E. part of Harper Co., Kansas. Address Box 15, Chetopa, Kans.

THERE ARE MANY trade papers that were started simply for money and quite often we hear about how many trade papers certain concerns own and how profitable they are, and really they are a mess of junk, as far as original information goes. This does not apply to the Grain Dealers Journal, and we are glad to send some Vermont money to Chicago for a legitimate purpose.—E. Crosby & Co., Brattleboro, Vt.

## ELEVATORS WANTED.

**WANTED**, to exchange town income property for one or two elevators. Address H. A., Box 2, Grain Dealers Journal, Chicago.

**WANT** to buy for cash or will lease 10,000 to 20,000 bu. country elevator, tributary to the St. Louis market. Address H. T. S., 138 Thrush Avenue, Peoria, Ill.

**WANTED**—To buy for cash, first-class elevator showing good volume of business in central Indiana. Address C. A. B., Box 1, Grain Dealers Journal, Chicago.

**WANTED** in the corn and oats belt of Illinois and Indiana, elevators that can be bought worth the money. Give description price, terms and kind of competition in first letter. Address Flag, Box 2, Grain Dealers Journal, Chicago.

**WILL PAY** cash for an up-to-date elevator within a radius of 12 to 70 miles from Peoria, Ill. Write full description and price. Address B, Box 1, Grain Dealers Journal, Chicago.

## ELEVATOR BROKERS.

**JOHN A. RICE**, exclusive elevator broker, Frankfort, Indiana.

**IF YOU WANT** to sell or exchange your property, write to me. John J. Black, 57th Street, Chippewa Falls, Wis.

**WHEN YOU** want to buy or sell Nebraska or western Iowa elevators, write to Julian L. Buckley, elevator broker, David City, Nebr.

**ELEVATOR BUYERS SAVE TIME AND MONEY BY WRITING ME WHAT YOU WANT. I HAVE IT OR WILL GET IT.** NAT CLAYBAUGH, elevator broker, Frankfort, Ind.

## BUSINESS OPPORTUNITIES.

**HAVE** for sale an 800 acre well improved farm; will take one to three grain elevators in on deal, provided locations suit, and give good terms on balance. For particulars write Box 108, Hamberg, N. D.

## OFFICE SUPPLIES.

**SAFES**—Large stock of new and used safes on hand. Protect your valuable papers. Prices reasonable. The Howe Scale Co., of Ill., 409 N. 4th St., St. Louis, Mo.

**FOR SALE**—Late Underwood, perfect condition, \$55; 9 column Burroughs adding machine \$100; will ship on trial. Typewriter Exchange, Russell, Kansas.

**FOR SALE**—Burroughs, Wales, American, Dalton, Standard, etc., adding machines, half retail prices, fully guaranteed. Typewriter bargains, all makes. Get illustrated catalog and bargain list. Minnesota Typewriter Exchange, Department G, 326 Third Avenue, South, Minneapolis, Minnesota.

On the other end of the Journal's "Wanted—For Sale" columns you will find 6,500 grain dealers anxious to know what you have for them.



## ENGINES FOR SALE.

**FOR SALE**—Gas Engines. 25 h. p. Foos; 25 h. p. Mietz & Weiss; 30 h. p. Remington. Bargain, make offer. Texas Land & Development Co., Plainview, Tex.

**ONE** 15 h. p. International Gas Engine in first class shape. Used only 18 months. Pulleys and belts go with it. Quick sale \$250. Farmers Co-operative Elevator Co., Belmond, Ia.

**FOR SALE**—8 H. P. Fairbanks-Morse Type N with magneto and throttling governor for kerosene. Good order. Replaced with larger engine. Bargain at \$175. Zenda Grain & Supply Co., Zenda, Kan.

## STEAM ENGINES, BOILERS.

**FOR SALE**—One 40 h. p. Boiler. In good condition. Vandalia Grain & Coal Co., Frankfort, Ind.

**FOR SALE**—150 H.P. Allis-Corliss engine; 75 h.p. high speed Chandler & Taylor engine; boiler feed pump and several power pumps; all in good condition. The Crystal Mills, Lake Crystal, Minn.

**FOR SALE:** Compound Engine, 14x30x42, with surface condenser and belt pump, 1 Sterling water tube boiler, 150 h. p., one flywheel 15 ft. in diam., ten grooves, 1½ in. rope. Red Wing Mfg. Co., Red Wing, Minn.

**FOR SALE—BOILERS**—two 75 H.P. Hein Water Tube 125 lb. working pressure.

One 30 H.P. Tubular High Pressure. **ENGINES**—150 H.P. Buckeye 8"x10" center crank.  
26 H.P. New Era Gas Engine.  
30 H.P. Springfield Gas Engine.  
250 H.P. Heater. One 100 H.P. Heater. Casey Boiler Works, Springfield, Ohio.

## LEATHER RUBBER BELTING CANVAS STITCHED

An Enormous Stock of New and Used Power Transmission Machinery, Belting, etc.

## TEUSCHER AND SON MACHINERY SUPPLY CO.

527 N. Second St., St. Louis, Mo.  
Send for No. 18A BARGAIN PRICE LIST

## SITUATIONS WANTED.

**WANTED**—At once position in elevator. Have had 10 years' experience in elevator business. Best of references. Address C. W. Gibson, P. O. Box 12, Hawk Point, Mo.

**WANTED**, position as elevator manager. Six years' experience. All reference; 46 years old; no boozier. Can care for books. Address Care, Box 2, Grain Dealers Journal, Chicago.

**WANTED** Position as grain inspector or elevator Sup't. Have had 20 years experience in large terminal elevators and inspecting shipments. Best of references. Drive, Box 2, Grain Dealers Journal, Chicago.

**POSITION WANTED**—With Farmers Elevator Co., by experienced grain buyer. Now employed in North Dakota. Good reference and bond. Address Ambitious, Box 1, Grain Dealers Journal, Chicago.

**POSITION WANTED** with cash grain-private wire firm or feed mill. Have had extended experience as manager, telegrapher and local solicitor. Excellent references. Address Competent, Box 1, Grain Dealers Journal, Chicago.

**RESPONSIBLE POSITION**—by young man, 27, married, returning from service in France. Considerable experience buying and selling carlots grain. Best references. Ready about Mar. 1. Address France, Box 2, Grain Dealers Journal, Chicago.

**WANTED POSITION** in Grain Business as traveling salesman, or manager of wholesale and retail grain elevator. 8 years' experience in New England states. Now employed. Will go anywhere. Address Capable, Box 2, Grain Dealers Journal, Chicago.

**LIVE**, capable executive, married, age 35, desires position with cash grain or feed manufacturing firm. Have had extended experience in office management, together with purchasing and sales dept. work. Neal, Box 2, Grain Dealers Journal, Chicago, Ill.

**WANTED**—Position as Manager in country elevator. Have had 7 years experience as second man in farmers elevator. Am a good judge of grain and can keep a fair set of books. Married, age 36. Good references. Can make change any time. A. E. Ames, 910 Grant St., Beatrice, Neb.

## SITUATIONS WANTED.

**EXPERIENCED** grain man wants position as buyer or manager. Can deliver the goods. Best of references. Address Door Box 2, Grain Dealers Journal, Chicago.

**WANTED**—Position as agent for good firm. At present employed, aged 45, married. Able to handle any side line, all makes of machinery. Will give satisfactory reason for wanting to change. Address Efficient, Box 12, Grain Dealers Journal, Chicago, Illinois.

**POSITION WANTED**—By an experienced, temperate man who can hustle. Have managed small stations to large towns in several states handling practically what trade needed. Line, private and farmers elevator co's. Can deliver the goods right. Bond in any amount and references. Address Mack, Box 12, Grain Dealers Journal, Chicago.

## MALE HELP WANTED.

**WANTED**—A good miller. Greenville M. & Elev. Co., Greenville, Ohio.

**WANTED**—Manager for farmers elevator, handling grain and coal. To begin work Mar. 1. Address J. Edgar Atkins, Secy., Ferris, Illinois.

**WANTED**, at once, experienced man to act as manager for a Co. elevator. Would prefer some one who will invest some. For further particulars address Investor, Box 2, Grain Dealers Journal, Chicago.

## DYNAMOS—MOTORS.

**WE BUY**, sell, rent and repair dynamos and motors. A. H. Nimmo Electric Company, Detroit, Michigan.

**FOR SALE**—Westinghouse Motor 30 H. P. 3 Phase, 60 cycle. Good as new. Rink & Scheib, Edinburg, Ill.

**ELECTRIC** motors, generators, also engines; guaranteed condition. We buy, rent, sell and repair. Independent Electric Machinery Co., Kansas City, Mo.

On account of changing to A. C. current we have 5 D. C. motors to sell; sizes 1-3 H. P., 3-10 H. P., 1-12½ H. P. Would take 1-200 H. P. A. C. motor in exchange. The above are all 110 volts. Chicago Folding Box Co., 2555 W. Taylor St., Chicago.

## KEEP POSTED

### GRAIN DEALERS JOURNAL

305 So. La Salle St., Chicago, Ill.

Gentlemen:—In order to keep us posted regarding what is going on in the grain trade outside our office, please send us the *Grain Dealers Journal* on the 10th and 25th of each month. Enclosed find One Dollar Fifty-five Cents for one year.

Name of Firm.....

Capacity of Elevator.....

Post Office.....

.....bus.

State.....

Use Universal Grain Code and Reduce Your Tolls.

## MACHINERY

For Grinding, Elevating and Conveying all kinds of grain, of standard makes, from smallest to largest capacities.

NEW AND 2ND HAND REBUILT FLOUR MILL MACHINERY

Big Stock

We have the Largest Stock of 2nd Hand Flour Mill and Elevator Machinery in the World.

Belting, Pulleys, Shafting, Elevator Buckets and Conveyor Bolting Cloth and Roll Grinding.

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THE MILL SUPPLY HOUSE  
431-437 South Clinton Street, CHICAGO, ILL.

## Corn for Feeding

Wire or Write

Geo. W. Cole Grain Co., Inc.

Bushnell, Illinois

Established 1855



**MACHINES FOR SALE.**

**WE BUY & SELL** Boilers, Steam & Gaso. Engines, Motors, Scales, Elev. & Mill Mach'y. of all kinds. National Mach'y. Warehouse, 700 W. 22nd St., Chicago.

**FOR SALE**—Two roller mills. One three pair high 9x18 Barnard & Leas; and one three roll Wilford. \$300 and \$100. Wm. Ringle & Co., Cambridge, Ill.

**FOR SALE:** 1—20 h. p. Fairbanks-Morse oil engine; 1—8 h. p. International oil engine; 1—25 K. W. Edison dynamo; 1—5 K. W. Ideal dynamo. These machines are all in good shape and have been used in my light plant. F. A. Oline, Amoret, Mo.

**FOR SALE**—1000 feet of spiral steel conveyor 4" to 16". Big lot of heavy elevator belting and cups, Salem buckets. No. 7 Clipper, No. 3 Monitor, No. 3 Eureka Receiving Separator. 20 carloads of everything in the elevator and milling line. A. D. Hughes Co., Wayland, Mich.

**FOR SALE**—Cheap. One No. 20 cc Sprout-Waldron Grinder. This Grinder has never been used. Has a capacity of 6500 lbs. per hour. Drive No. 57 goes with machine. Also have one Bowsher feed grinder, with extra set of burs. This machine has been used some, and will grind about 2000 lbs. per hour. The Brush Farmers Co-op. Elevator Co., Brush, Colo.

**WE OFFER** at a great sacrifice the following Elevator Machinery, most of it is as good as new.

1-50' Great Western Manlift; 1-500 bu. Fairbanks-Morse hopper scale; 1 Great Western Cylinder Corn sheller, capacity 200 bu.; 1 Barnard & Leas No. 1 Corn Cleaner; 1 250 bu. Eureka Oat Clipper; 1 Avery automatic sacker; 1 Bowsher feed grinder; 1 double stand corn grinder 6x18; 2 double stand flour rollers 6x16; 2-24" cast-iron boats with pulleys; 200' 12" rubber belting. Cups for same 12x17; 100' rubber belting with cups. We offer the above machinery for \$550 F. O. B. Blackwell, Okla. Weige Grain Co., Blackwell.

**FOR SALE**—One No. 8 Bowsher Feed Mill in perfect running order. First person sending us check for \$50 will get this machine. Price f. o. b. cars point shipment. Goodrich Bros. H. & G. Company, Winchester, Indiana.

**MACHINES FOR SALE.**  
**REAL BARGAINS**

Prompt Attention. Quick Shipments.

When in need of elevator or mill machinery, notify us. We are headquarters for power and transmission equipment, and have on hand several well-known makes of motors, boilers, engines, etc.

Send us list of all your wants. We can supply you with full line of machinery for elevators, flour, corn and cereal mills. Complete equipments for modern mills of all kinds, molasses stock, and poultry feed plants, plans, specifications, flow sheets, etc., our specialty.

Write us without delay.

Geo. J. Noth, Mgr.,  
9 S. Clinton St., Chicago, Ill.

I CERTAINLY appreciate the Grain Dealers Journal and don't see how we could keep house without it.—C. E. Stumbaugh, Alexis, Ill.

**MACHINES FOR SALE.**

**ONE ORIGINAL** No. 2 Boss Car Loader with counter shaft and pulleys complete. Good as new. Address A. H. Richter, Crawfordsville, Indiana.

**FOR SALE**—A number of 9x18 and 9x24 rolls in good condition. The latter have been overhauled, repainted and good as new. Maney Export Company, Oklahoma City, Okla.

**FOR SALE**—1 Wolf receiving separator; also 4 stands of 6x18 case rolls and 6 extra 6x18 rolls, all in good working condition. Address Barr & Co., Stoutsville, Ohio.

**SECOND-HAND MACHINERY** for sale. We have belting, shafting, pulleys, chains, sprockets, Pillow Blocks, Idlers, Hall's Signaling Distributors, Cast Iron Boots. 12" Rubber belt with buckets attached. 12" Cotton belt with cups attached and Flexible Grain Spouts. Write us for prices. Benedict Lumber & Fuel Co., Benedict, Neb.

**FOR SALE**—One 6x4x6 Duplex Steam Boiler feed pump, double end packed, brass rod. Made by Stilwell-Bierce Company. \$125.

One 16"x42" horizontal left hand throttle valve Hamilton Corliss steam engine, wood covered cylinder, side crank drive fly ball governor girder frame with 12"x20" split iron band wheel out board bearing, made by Hoover, Owen, Renschler Company, Hamilton, Ohio. \$2000.

One Style R vertical Star Vacuum Feed water heater No. 10456 made by Warren Webster Co., Camden, N. J. \$295.

1 Lee Perfection Wheat Peeler No. 5 capacity 200 bus. per hour. Made by W. Lee & Sons Co., Council Bluffs, Ia. \$325.

One Wood Frame portable hand power seed tester called pace maker, manufactured by Dubuque Turbine & Roller Mill Company, Dubuque, Iowa. \$25.

One All wood portable, invincible, dustless compound shake double receiving testing separator and dust collector No. 17121 valued at \$725.

One Improved Robertson Thompson Indicator for measuring power of steam engines \$45. Address Donmeyer Gardner Co., 210-18 Eaton Street, Peoria, Illinois.

**MISCELLANEOUS FOR SALE.**

**FIVE** stock cars re-fitted to carry grain. 50,000 pounds capacity. Bargain for immediate sale. R. F. Cummings Grain Co., Clifton, Ill.

**FORDS START EASY IN COLD WEATHER** with our new 1919 carburetors. 34 miles per gallon. Use cheapest gasoline or half kerosene. Increased power. Styles for any motor. Very slow on high. Attach it yourself. Big profits for agents. Money back guarantee. 30 days trial. Air-Friction Carburetor Co., 660 Madison, Dayton, O

I AM GLAD to say that your Journal helps me in many ways by the information I derive therefrom. We as grain dealers and produce shippers are liable to get into a "rut," whose side walls are high and hard to climb, so it sure does one good to learn how the other fellow is doing.—Earl Jones, sec'y Kent City Produce Co., Kent City, Mich.

**MISCELLANEOUS WANTED**

**WANTED**—Either Burroughs or Wales adding machine; also either 2 or 3 h.p., 3-phase, 220-volt motor. W. E. Gest, Defiance, Ohio.

**ELECTRIC MOTORS** and Machinery at once. Do you want a motor? Write us. Largest stock in America.

NATHAN KLEIN & CO., 208K Centre St., NEW YORK CITY.

**SCALES FOR SALE.**

750 BU. Fairbanks hopper. Nearly new. \$150. Lincoln Scale Repair Shop, Lincoln, Neb.

**FOR SALE**—One four-ton type registering beam, steel frame, Fairbanks wagon scale, with extra set of levers. Wells-Abbott-Nieman Co., Schuyler, Nebr.

**WE HAVE FOR SALE** several reft Wagon Scales. Also one 3-bu. Richardson Automatic and one 4-bu. Fairbanks. W. H. Cramer Construction Co., North Platte, Nebr.

**FLOUR FOR SALE.**

**BUCKWHEAT FLOUR**—Pure kiln dried buckwheat flour in ton lots or carlots. The Wadsworth Feed Co., Warren, Ohio.

**MIXED CARS** of flour and mill feeds in 100 pound sacks are our specialties. We are now manufacturing a full line of corn goods, cracked corn, feed meal, corn and oats chop, Ohio Farm feed, shelled corn and standard oats, in connection with our flouring mill. Would like to send you a trial to convince you of the superiority of our products. Ansted & Burk Co., Springfield, Ohio.

**BAGS—BAGGING—BURLAP.**

**BURLAP BAGS OF EVERY KIND FOR SALE;** new or second-hand, plain or printed with your brand; Seamless Cotton Grain Bags; Sample Bags; Burlap, Cotton Sheet- ing, or Paper for Car Lining, etc. Wanted: Second-hand bags, best prices paid. WM. ROSS & CO., 409 N. Peoria St., Chicago

You are getting a tighter grasp on "Time's Forelock" when you insert an ad in the "Wanted—For Sale" columns of the Journal.

**FOR SALE**

Steel Grain Tank, fifty thousand bushel capacity, very reasonable.

CLOVER LEAF MILLING CO.  
BUFFALO, N. Y.

**SCALES REPAIRED AND SOLD**

50 wagon scales, capacity from 4 to 15 ton. Any size platform in following makes: Fairbanks, Howe, Buffalo, Standard and Columbia. Each scale that leaves our factory is thoroughly overhauled and tested and guaranteed to be correct. We furnish competent men for outside work.

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2439 N. Crawford Ave. - Chicago, Ill.

**IMMEDIATE RESULTS**

Gilchrist & Co. of McGregor, Iowa, write under date of July 13, 1918—"You can discontinue our ad in the GRAIN DEALERS JOURNAL as we have sold the elevators we advertised. You may be interested to know that the first enquiry resulted in a sale a few days after we received it."

**Before You Buy or Sell**  
**SECOND HAND BAGS**  
**GET WESTERN'S" PRICE**  
**WESTERN BAG & BURLAP CO., Chicago**



## SEEDS FOR SALE—WANTED

### Directory Grass Seed Trade

#### ATCHISON, KANS.

Manglesdorf Seed Co., The, wholesale seeds.

#### BALTIMORE, MD.

Searlett & Co., Wm. G., whse. seed merchants.

#### BELFAST, IRELAND.

Lytle & Sons, Ltd., John, Per. & Ital. Ryegrasses.

#### CHICAGO, ILL.

Dickinson Co., The, Albert, seeds.  
Illinois Seed Co., The, grass and field seeds.  
Johnson, J. Oliver, seed merchant.

#### CINCINNATI, OHIO.

McCullough's Sons, The J. M., field, garden seeds.

#### CLAREMORE, OKLA.

The O'Bannon Co., grass seed dealers.

#### CRAWFORDSVILLE, IND.

Crabbs Reynolds Taylor Co., grass and field seeds.  
Crawfordsville Seed Co., seed merchants.

#### EVANSVILLE, IND.

Small & Co., W. H., seeds, grain and hay.

#### GIBSON CITY, ILL.

Noble Bros., whse. seed merchants.

#### INDIANAPOLIS, IND.

Southern Seed Co., field and garden seeds.

#### KANSAS CITY, MO.

Harnden Seed Co., field & grass seeds.  
Missouri Seed Co., who. exp. and imp.  
Peppard Seed Co., J. G., wholesale seeds.  
Rudy-Patrick Seed Co., wholesale seeds.

#### LOUISVILLE, KY.

Chambers Seed Co., grain and field seeds.  
Hardin, Hamilton & Lewman, gra. & fld. seeds.  
Lewis Implement & Seed Co., field sds. & impts.  
Louisville Seed Co., clover & grasses.  
Wood, Stubbs & Co., grass & garden seeds.

#### MACON, GA.

Georgia Seed Co., field and garden seeds.

#### MEMPHIS, TENN.

Russell-Heckle Seed Co., all southern seeds.

#### MILWAUKEE, WIS.

Courteen Seed Co., field seeds.  
Kellogg Seed Co., grass and field seeds.  
L. Teweles Seed Co., field seeds.

#### MINNEAPOLIS, MINN.

Dickinson Co., The, Albert, seeds.  
Minneapolis Seed Co., seed merchants.  
Northrup, King & Co., wholesale seeds.

#### NEWBERN, TENN.

Cole Seed Saver Co., Japan clover whsl.

#### NEW YORK, N. Y.

Loewith Larsen & Co., grass & field seeds.  
Doughten, Inc., H. W., grass & field seeds.  
Nungesser-Dickinson Seed Co., whse. seed mchts.  
Radwaner, I. L., field & grass seeds, exp. impts.

#### PHILADELPHIA, PA.

Philadelphia Seed Co., Inc., The, whse. field sds.

#### ROCKFORD, ILL.

Condon Bros. Seedsmen, garden, fld. & flower sds.

#### ST. LOUIS, MO.

Schisler, F. & G. S. Co., A. W., seed merchants.

#### ST. PAUL, MINN.

Jameson Hevener Co., shprs. of field seeds.

#### TOLEDO, OHIO.

Flower Co., The S. W., seed merchants.  
Toledo Field Seed Co., The, clover, timothy.

#### TWIN VALLEY, MINN.

Heiberg, M. A., wholesale seed merchant.

#### SEEDS FOR SALE

FOR SALE—Timothy & Alsike seed.  
Write Walter G. Trumpler, Tiffin, Ohio.

FOR SALE—Seed Corn. Aye Bros.,  
Blair, Nebr., Seed Corn Center of the  
World. Box 47.

SWEET CORN SEED for sale, samples  
and price on request. Quass Brothers,  
Ashland, Nebraska.

FOR SALE—Cane Seed. Get our prices.  
We live where it grows. Sharp Grain Co.,  
Healy, Kans.

RED AND MAMMOTH Clover for sale.  
Will be pleased to furnish samples upon  
request. Horner Elevator & Mill Co., Law-  
renceville, Ill.

WE HAVE 1,000 bus. of Whippoorwill  
Peas, 1,000 bus. of Clay Peas and 1,000 bus.  
of Mixed Peas, all crop of 1918, for sale.  
George B. Matthews & Sons, 412-430 South  
Front St., New Orleans, La.

RED, WHITE or Schrock Kaffir \$3.50;  
Amber or red top cane seed \$3.00; Seed  
corn \$3.50; Alfalfa \$9.00. Millet \$2.50; Su-  
dan 20c. Meier Seed Company, Russell,  
Kansas.

WE WISH TO BUY Red, Alsike and  
Bastard Clovers, Timothy, Cocksfoot,  
Meadow fescue. John Lytle & Sons, Ltd.,  
Belfast, Ireland.

GOLDEN MILLET for sale in car lots  
or less. D. H. Clark, Galt, Mo.

FOR SALE—Car load lots of Hog, Com-  
mon, Golden and Siberian Millets. Orders  
filled promptly. Spelts Grain Co., Sterling,  
Colorado.

FOR SALE—Choice seed corn, oats and  
barley, carlots or less. Prices and sam-  
ples on request. Address Allen Joslin,  
Holstein, Iowa.

FOR SALE: Millet and cane seed in  
car lots, golden, common, Siberian and  
Hog millet. Reimer-Smith Grain Com-  
pany, Holyoke, Colorado.

FOR SALE: Japan clover seed re-  
cleaned. New crop, growers and dealers,  
wholesale. Let us quote you. Cole Seed  
Saver Co., Newbern, Tenn.

SEED BUYERS AND SELLERS can  
quickly sell any quantity or buy any  
amount or quality by making their wants  
known through the "Seeds Wanted—For  
Sale" columns of the Grain Dealers Jour-  
nal, Chicago, Ill.

Don't get "down in the dumps" and be  
discouraged because you have no position.  
What you need is a Journal Want Ad.  
There is a Job for you and do not forget it.  
There is a job for every man of industry  
and good habits. The Journal reaches the  
man who is looking for you and tells your  
case to him. No other method is so good  
for getting a job in the grain line. No  
other method converts discouragement into  
encouragement so quickly.

#### SEEDS FOR SALE.

FOR SALE — Early Marquis Spring  
Wheat. Choice No. 1 Dark Red—thor-  
oughly re-cleaned. Full particulars on re-  
quest. Funk Bros. Seed Co., Seed Corn  
Breeders, Bloomington, Ill.

FANCY ALFALFA seed, grown eastern  
Kansas, \$19.00 per cwt. sacks extra f. o. b.  
Wamego, Kans. Send for samples. Wamego  
Seed & Elev. Co., Wamego, Kan.

FOR SALE—Medium, Mammoth, Alsike  
and Timothy seed. Samples and prices  
on request. Furnas-Brown Grain Co.,  
Saint Paris, Ohio.

#### SEEDS WANTED.

WANTED—Clover, Timothy, Millet, Red  
Top. We pay highest prices. Send sam-  
ples and state quantity for sale. Schisler-  
Corneli Seed Company, Saint Louis, Mo.

#### SCREENINGS WANTED

Clover and Alfalfa Seed Screenings want-  
ed. Also Low Grade Clover Seed. Send us  
Samples which will have our prompt at-  
tention. King Seed Co., North Vernon,  
Ind.

#### FLOWER, FIELD and LAWN SEED

#### J. OLIVER JOHNSON

Wholesale

#### SEED MERCHANT

1805-9 Milwaukee Ave., CHICAGO, ILLINOIS

#### HENRY HIRSCH

#### WHOLESALE FIELD SEEDS

CLOVER — ALSIKE — TIMOTHY — ALFALFA

Our Specialty

All Other Field Seeds

TOLEDO - - OHIO

QUOTE us all kinds of Seeds, Feed, Poultry  
Supplies, Flour, Fruit Package Material,  
Ice Cream and Butter Manufacturers' and  
Handlers' Needs, also Fruits and Produce.  
References: Produce Reporter Co., R. G. Dunn  
& Co., Bradstreet & Co.

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Telephone 792 219 Third St., MARIETTA, OHIO

We Buy SEEDS We Sell

J. G. PEPPARD SEED CO.  
Kansas City, Mo.

#### FarmerSeed & NurseryCo.

Growers of Northern Grown  
SEED CORN, CLOVERS, TIMOTHY  
AND ALFALFA  
FARIBAULT - - MINN

We Buy JOHN A. SALZER SEED COMPANY Send for  
and Sell Clovers—Timothy—Alfalfa Write for Our Commission Seed Proposition Samples  
LA CROSSE, WIS.

A. W. SCHISLER FIELD AND SEED COMPANY  
53 Years Service GARDEN  
Buyers and Sellers Bag or Car Lots  
St. Louis, Missouri

H. W. DOUGHTEN, 59 PEARL STREET  
NEW YORK CITY  
Importers, Exporters and Jobbers  
Grass and Field Seeds  
We Are Buyers of NEW CROP ALSIKE  
and Sellers of D. E. RAPE



## SEEDS FOR SALE—WANTED



## FIELD SEEDS

Red, White, Alsike, Alfalfa, Sweet Clover  
Timothy, Grass SeedsKELLOGG  
SEED COMPANYMilwaukee  
Wisconsin

Crabbs Reynolds Taylor Co.

BUYERS and SELLERS

Clover and Timothy  
Seed  
GRAIN

Crawfordsville - Indiana

## THE HARNDEN SEED CO.

Field and Garden Seeds—Onion Sets

Write for our Surplus List of Garden Seeds

505 WALNUT STREET

KANSAS CITY, MO.

ALFALFA SUDAN  
CANE SEED  
FEED and SEED  
MILLETSRUDY PATRICK SEED CO.  
KANSAS CITY, MO.RE-CLEANED  
COW PEAS - CANE SEED  
TENN. SEED CORN  
CAR LOTS OR LESS—LOW PRICES  
RUSSELL HECKLE SEED CO.  
MEMPHIS, TENN.

## WANTED

Timothy Seed—Medium Red Clover

Shippers of all kinds of Field Seeds.  
Poultry Foods—Specialty.JAMESON HEVENER CO.  
St. Paul, Minn.

## HOLT SEED CO.

Idaho and Utah

Alfalfa, Timothy, Red Alsike  
White and Sweet CloversInquiries should be addressed to  
SALT LAKE, UTAHMILLET  
IN CAR LOTSCommon Golden Siberian and Hog Millet  
JOHN E. SPELTS, Julesburg, Colo.

## A FULL LINE OF SEEDS

Large or Small Lots.

Field and Grass Seed—Northern Grown.  
Garden Seed—Selected, Hardy Varieties.  
Onion Sets—Clean, hard, sound and dry.  
Poultry Feed—Our formulae or special millingNORTHROP, KING & CO., Minneapolis  
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WHOLESALE FIELD SEEDS

HARDY NORTHERN GROWN SEEDS OUR SPECIALTY

ASK OUR BIDS BEFORE SELLING. BUYERS, RECLEANERS, SELLERS. WRITE OR WIRE FOR SAMPLES AND PRICES.

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GRASSES, FORAGE SEEDS, SEED GRAINS, PEAS, BEANS AND SCREENINGS

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34TH TO 35TH STS. AND RAILROAD  
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MINNEAPOLIS, MINN.GRAIN ELEVATORS AND WAREHOUSES.  
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By Special Appointment

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ESTABLISHED 1871

## WM. E. BUSGERS &amp; CO., Arnhem (Holland)

(Ltd. Society for the Importation—Exportation and Cultivation of Grass Seeds)

WORLD KNOWN for almost half a century as Wholesale Dealers and  
Exporters of European Grass and Clover Seeds

EUROPEAN GRASS SEEDS our Specialty

When buying please ask for our samples and prices

We are IMPORTERS of AMERICAN GRASS and CLOVER SEEDS and shall  
always esteem your sampled offers thereof

OLDEST AND LARGEST GRASS SEED FIRM IN HOLLAND

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## SEEDS FOR SALE—WANTED

### L. Teweles Seed Co.

Milwaukee Wisconsin

Headquarters for  
Red, White and Alsike  
Clover  
Timothy and Alfalfa  
Seed

SEED CORN FIELD PEAS

### DON'T FORGET US

We want Clover, Alsike,  
Timothy, and Alfalfa Seed  
CAR LOTS OR LESS

In the market all the time,  
either to buy or sell. Send  
us your samples.

*Our samples and prices on request.*

**T. H. COCHRANE CO.**  
Portage, Wisconsin

White Clover

Orchard Grass

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Ryegrass

**Wm. G. Scarlett & Co.**  
Baltimore, Md.

### The Toledo Field Seed Co.

Clover and Timothy Seed

Consignments solicited. Send us your samples.  
Toledo, Ohio

### MISSOURI BRAND SEEDS

Specialists

KANSAS GROWN ALFALFA  
MISSOURI GROWN BLUE GRASS  
**MISSOURI SEED CO.**  
KANSAS CITY, MISSOURI

### Crawfordsville Seed Co.

Crawfordsville, Ind.

**Field Seeds**

### The Mangelsdorf Seed Co.

Sweet Clover, Alfalfa,  
Soudan Grass, Millet, Rape.

ATCHISON KANSAS

### CHAMBERS SEED CO.

Incorporated

GRASS and FIELD SEEDS

Combining the resources and experience of  
46 years in the seed business.

Correspondence Solicited. LOUISVILLE, KY.

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(Inc.)  
LOUISVILLE, KY.

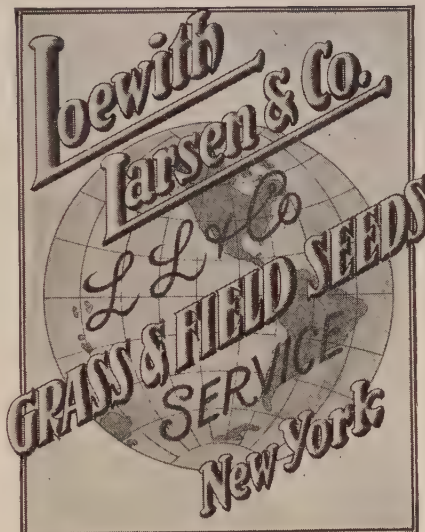
Ky. Blue—Orchard—Red Top  
BUY AND SELL  
Also full line Garden Seeds

### The J. M. McCullough's Sons Co.

BUYERS—SELLERS

Field and Garden Seeds

CINCINNATI - - OHIO



### The S. W. Flower Co.

WHOLESALE

**FIELD SEED**

MERCHANTS

SPECIALTIES

RED CLOVER, TIMOTHY  
ALSIKE

**TOLEDO**  
OHIO

### LOUISVILLE SEED COMPANY

INCORPORATED  
LOUISVILLE, KY.

Headquarters for  
RED TOP AND ORCHARD GRASS  
BUYERS AND SELLERS  
OF ALL VARIETIES FIELD SEEDS

By concentrating your advertising in  
THE GRAIN DEALERS JOURNAL  
you can cover the Grain Dealers  
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### WE BUY AND SELL

Wheat Screenings, Cane Seed, Salvage Wheat,  
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**HENRY LICHTIG & CO.,** Kansas City, Mo.

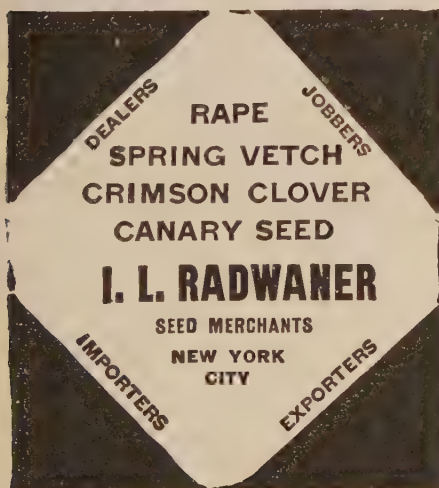
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WE BUY AND SELL  
ALL VARIETIES  
OF  
GRASS AND FIELD  
SEEDS

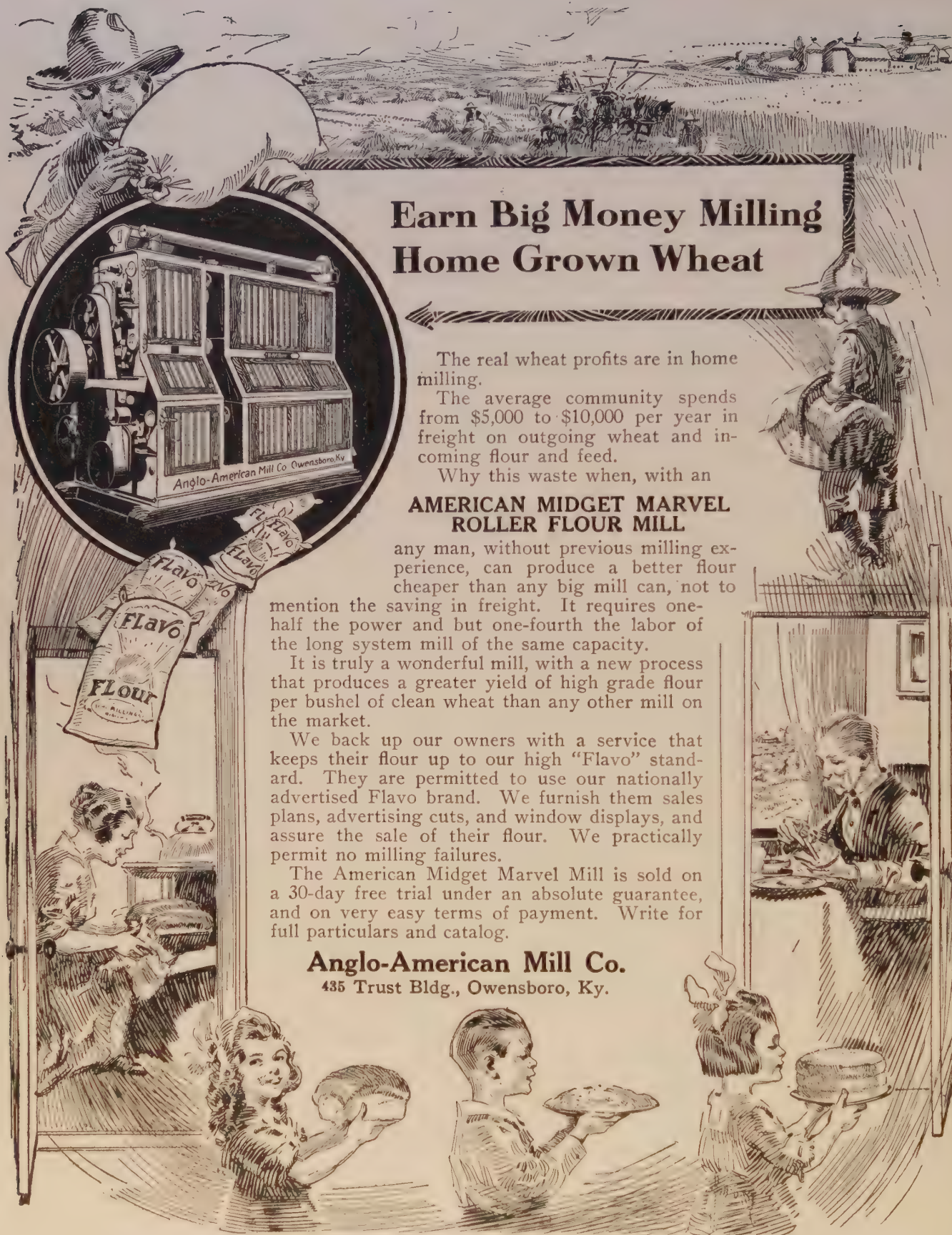
**THE ALBERT DICKINSON**  
Co.

MINNEAPOLIS

CHICAGO







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The real wheat profits are in home milling.

The average community spends from \$5,000 to \$10,000 per year in freight on outgoing wheat and incoming flour and feed.

Why this waste when, with an

### AMERICAN MIDGET MARVEL ROLLER FLOUR MILL

any man, without previous milling experience, can produce a better flour cheaper than any big mill can, not to mention the saving in freight. It requires one-half the power and but one-fourth the labor of the long system mill of the same capacity.

It is truly a wonderful mill, with a new process that produces a greater yield of high grade flour per bushel of clean wheat than any other mill on the market.

We back up our owners with a service that keeps their flour up to our high "Flavo" standard. They are permitted to use our nationally advertised Flavo brand. We furnish them sales plans, advertising cuts, and window displays, and assure the sale of their flour. We practically permit no milling failures.

The American Midget Marvel Mill is sold on a 30-day free trial under an absolute guarantee, and on very easy terms of payment. Write for full particulars and catalog.

**Anglo-American Mill Co.**  
435 Trust Bldg., Owensboro, Ky.

ANGLO-AMERICAN MILL CO.  
435 Trust Bldg., Owensboro, Ky.

Gentlemen:

Please send me all information regarding details, prices, etc., pertaining to your mill.

Name .....

Town .....

State .....



## GRAIN DEALERS JOURNAL

[Incorporated]

Published on the

10th and 25th of Each Month at

305 S. La Salle Street, Chicago, Ill.

Charles S. Clark, Manager.

### SUBSCRIPTION RATES

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### THE ADVERTISING

value of the Grain Dealers Journal as a medium for reaching progressive grain dealers and elevator men is unquestioned. The character and number of advertisements in its columns tell of its worth. If you would be classed with the leading firms catering to the grain trade, place your announcements in the Journal.

Advertisements of meritorious grain elevator machinery and supplies and of responsible firms who seek to serve grain dealers are solicited. We will not knowingly permit our pages to be used by irresponsible firms for advertising a fake or a swindle.

### LETTERS

on subjects of interest to those engaged in the grain trade, news items, reports on crops, grain movement, new grain firms, new grain elevators, contemplated improvements, grain receipts, shipments, and cars leaking grain in transit, are always welcome. Let us hear from you.

### QUERIES

for grain trade information not found in the Journal are always welcome. Address "Asked - Answered" department. The service is free.

Entered at the Chicago, Ill., Post Office as Second-Class Matter, Aug. 5, 1898.

CHICAGO, JANUARY 25, 1919

IMPORTS from Argentina are handicapped by the fact the U. S. government does not allow the shipment of gold to pay for the corn. As long as a draft on Argentina costs a premium of 7 per cent the effect is the equivalent of a protective tariff of 8 to 9 cents per bushel.

WAGES and the price of manufactured products can not be reduced, nor can we compete in the world's markets until the price of wheat and hogs are put on a world basis and controlled by the supply and demand of the world. The Government should take its hands off. Let prices alone.

DEALERS in flour substitutes have a legitimate grievance in the failure of the Food Administration to give them at least a little advance notice of the abrogation of the substitution program, so that they could have worked off the stocks they had patriotically accumulated. The great army of dealers has on hand from a few hundred to a several thousand pounds of buckwheat flour, rice and corn flour, apiece, salable only as feed, that for many moons will serve as a reminder of the lack of consideration shown by the Food Administration.

IF ONE-HALF the present crop prospect for 1919 is realized many new modern elevators with the best equipment obtainable will be needed to expedite the handling of \$2.26 wheat without waste. Storage at country and terminal points will be in greater demand than ever and should command better rates.

HOW LONG will shippers be content to pay railroads for delaying cars at loading and unloading points, while carriers delay freight at point of origin and in transit as suits their own convenience and in the disregard of shippers' rights and interests. Echo answers: "Just so long as shippers will stand for it."

SHIPPERS to the St. Louis market will be pleased to learn that altho the decision of the Supreme Court of the United States deprives them of the watch over weights at certain public elevators the Merchants Exchange will continue its valuable supervision at all other elevators and points where it has been customary to perform this service.

BEAN growers and dealers in Michigan are virtually without a market and over a hundred dealers have quit buying beans, as the Food Administration seems to have backed down from its buying promises. The alleged official price quotations on beans are about as substantial as a soap-bubble. It is high time the government ceased its interference with supply and demand.

THE LICENSE SYSTEM of denying a dealer the right to do business when he has displeased the bureaucrats may be perverted so as to be far from the beneficent purpose that a southwestern dealer sees in it. The fear that their licenses would be canceled has led many dealers to accept on contract grain of quality so poor that common business principles dictated its rejection. The crooks who try to get into the trade can be avoided by dealing only with members of the organized exchanges and associations or with dealers of known responsibility.

WITH a prospective wheat acreage of 75,000,000 and a condition of the growing crop much higher than usual at this time of year, the United States is in a fair way to produce at least a billion and a quarter bushels of wheat this year. We will not need half our supply for food and seed. Australia has parts of four crops on hand and it, like Argentine and South Africa will produce another crop before June 1, 1920. No doubt, the Allies will be very glad to take that portion of our \$2.26 wheat which they actually need, but they are not likely to need much of it when they can buy wheat elsewhere for \$1.00 to \$1.50 less per bushel. The wheat handling business should be returned to the grain trade and the prices of our foodstuffs be left to supply and demand.

THE ALLIES are said to be buying wheat in Argentine and in Australia at a price ranging from \$1 to \$1.35 per bushel, while the United States consumer is forced, through the fixed price program of the Food Administration, to pay \$2.38; that is, \$2.26 plus a profit of 12c a bushel to the Grain Corporation for carrying the wheat it is now offering to sell to millers.

THE Government has cancelled contracts with all kinds of manufacturers amounting to billions and causing losses to citizens amounting to millions of dollars. These contracts, made by subalterns, were nullified without any hesitation, but the Government will hesitate a long time before welching on the President's wheat price guaranty, even tho it will cost a billion and a half to make good to American wheat growers.

WHEAT HANDLERS can not expect a reasonable handling margin for helping to market the 1919 crop unless they develop some real backbone and insist upon knowing in advance if they are to be limited to a specific profit and what that profit shall be. Going into a crop without knowing what margin will be permitted and then being forced by bull-headed autocrats to do business at an actual loss is an intolerable condition. If the grain dealer is not worthy of his hire, then let the politicians who are noted for economy and efficiency undertake the handling of the crop on the meagre margin permitted the wheat dealers on the last crop.

TWELVE CENTS is considered by the Grain Corporation, a very fair margin for handling wheat, when it is doing the handling, and providing, of course, that buyers accept shipping market grades and weights and pay demand drafts, even though the grade shipped is not the one wanted. They are unwilling to assume any of the hazards of shipping and, of course, will not submit to dockage on account of erroneous grading, but the country grain elevator man, who buys wheat and pays all the expenses of shipping, grading, weighing and selling, and assumes the hazards of transportation, must be content with 8c profit. The Food Administrator may insist that the country wheat dealer did not need to hold his wheat, but the shippers on the contrary, know that in many cases they were unable to get cars, so were compelled to pay considerable interest on the money tied up in wheat. If 12c is a fair margin for the Grain Corporation, when it assumes none of the hazards or expenses common to the handling of wheat, then surely it should, in fairness, allow at least that much to the country wheat handler, who assumes all the risks and expenses of marketing \$2.26 wheat. If the wheat handlers would insist on the 12c, no doubt it would be granted.



"OFF GRADES" in track bids and confirmations is likely to lead to differences and disputes. It would be better to specify that, "lower grades of the same kind will be accepted at a discount," if that is what is meant. Indefinite terms, clauses or provisions in a contract or confirmation are sure to breed trouble. Clear contracts, free from ambiguity will save many times their cost.

EMERGING from a period of military uncertainty we are passing thru a period of economic uncertainty and will soon enter a period of political uncertainty. The economic situation will settle itself eventually thru the operation of the law of supply and demand; but the political situation requires attention by every good citizen, to see that government does not embark on socialistic experiments.

WHEAT SUPPLIES are unusually large in all centers of accumulation. In fact, the grain storage facilities of some markets are so congested with wheat held by the grain Corporation that handlers of other kinds of grain are beseeching the Food Administration to move out its supplies, in order that the grain trade can pursue the regular course of its business, without so much interference. This week the Directors of the Milwaukee Chamber of Commerce adopted resolutions asking that the Grain Corporation transfer its stock of wheat in local elevators to lake vessels, so as to make room for the handling of other grain and thereby insure the prompt unloading of grain laden cars. Nearly every other market is congested in the same way with large quantities of wheat held by the Grain Corporation.

INVESTIGATIONS as conducted by federal government bureaus are laughable to those familiar with the matters the federal agents seek to investigate. A standing joke soon will be the government investigation of the grain exchanges. Quite likely some one connected with the Federal Trade Commission thought that where there is some smoke there must be some fire, and the loud-mouthed agitators for years past have been emitting dense clouds of smoke in their endeavor to besmirch the speculative grain exchanges, convincing those directing the work of the Commission that a few weeks' detective work should unearth a satisfactory mess of graft, corruption, profiteering and unfair trade practices. As the investigation has been going on for nearly a year without any publication of the facts discovered evidently the search is proving a disappointment to the Bolsheviks employed to conduct this inquiry. It may surprise many to learn that for a month or more three trade investigators have been detailed to read all the correspondence of the sec'y's office of one of the leading grain exchanges. It is to be regretted that tho the investigators find nothing discreditable they will not have the honesty and fairness to give the exchange a clean bill of health.

WHEAT SAVING is no longer desired by the Food Administration, the Millers National Federation has been informed, and all signboards advocating economy in the use of wheat products should be taken down. If state or county food administrators are still advocating wheat economy, specific information of that fact should be addressed to the Federation at Chicago, which will see that such signs are painted out or removed.

#### Protest Order No. 57.

Grain shippers owe it to themselves to protest vigorously against Order No. 57 of the United States Railroad Administration. It is unfair and unreasonable and seeks to rob shippers of their legal rights. The courts have frequently held that it was the duty of the carrier to supply to every prospective shipper equipment suitable for the safe delivery of the freight at destination. Thru Order No. 57, the Railroad Administration is seeking to place the entire burden of putting equipment in proper condition, upon the shipper. In fact, if the order is permitted to remain in force, shippers will almost find it necessary to supply cars and assume all responsibilities of transportation. It is the most autocratic, high-handed piece of bureaucratic regulation yet attempted by the Railroad Administration.

If this order is continued in force, shippers will simply be put to the necessity of waiting until it suits the sweet pleasure of the carriers to furnish cars, shippers will have no recourse, and so far as shortage claims are concerned, the railroads will have no interest in them.

If this iniquitous order is continued, the grain shipper must not only assume responsibility of getting and placing in order cars needed, but also all the hazards of transportation, the carrier will have none of them. Shippers will, of course, be compelled to buy on a much wider margin in order to assume these new expenses and responsibilities. The order is revolutionary and should stir every shipper and every producer to a vigorous protest to representatives in Congress in the hope of forcing its early recall. With one fell swoop, this order relieves the railroads of the responsibilities they have been striving for years to shirk, but never before have any of them possessed nerve enuf even to suggest such an arbitrary order on a branch line.

Order No. 57 is but a fair sample of the arbitrary rules, regulations and restrictions which the shipping public may expect from the present railroad administration, and if any of the rights of shippers secured thru years of legislation and litigation are to be retained, a far more active vigilance must be exercised by all concerned until the railroads are again returned to private ownership and the supervision of the Interstate Commerce Commission.

#### Protection for Wheat Handlers and Millers Against Loss.

Several times recently the Grain Corporation has been credited with promising to give out its food program soon, and dealers everywhere have been watching eagerly for the plan; but it seems that the Grain Corporation has at last discovered that it has a real, big problem on its hands. The marketing of the 1919 wheat crop will prove, that while the Government may be able to regulate, temporarily, the price of wheat on short crops; to attempt such regulation over several crops is quite certain to prove an expensive disaster.

Wheat handlers, storers, wheat flour manufacturers and dealers cannot forget that when the Government fixed the price of wheat on the 1917 crop, it made no provision for protecting them against loss, altho some of them were badly crippled through their inability to get cars, or to induce consumers to reduce their stocks. Inasmuch as the Government gave no consideration whatever to these middlemen before, it seems very likely they may be ignored when the Government decides to take its hands off the price of wheat and let it go to a supply and demand basis.

It has been estimated that generally 50,000,000 bus. of wheat is on the way from the country elevator man to the flour consumers. Of course, it will take some time for stocks of flour and wheat which have been accumulated under the present price to be passed on to the consumer. While everyone now hesitates to lay in much of a supply of flour or wheat against future wants, some flour must be kept moving continually in order to supply current needs.

Wheat dealers and millers have made heavy sacrifices and striven earnestly to help the Food Administration in solving its great problem, and they have earned the right to every consideration and full protection against loss in the changing of wheat from a fixed price to a supply and demand basis. It is important that the Government decide soon, when it will take its hands off of wheat, and how it will protect the dealer and manufacturer.

The time when the new crop will begin to move is not far away and the sooner the complete program is decided upon the easier will it be to pass through the change of price basis with a minimum of confusion and loss.

The members of Congress seem utterly oblivious of the great loss suffered by the grain, milling and flour trades, when the change from the supply and demands price to a fixed price basis was made before, and it is up to the sufferers to enlighten them on what is again threatening them, in the hope that some means may be provided in advance for their protection.



## 1918 Improvements.

In the annals of the building industry the year 1918 probably will long remain a thing apart because it was a year of difficulties, of restrictions, and of disappointments. For eleven months of the year every building enterprise of a non-war character found itself impeded by the demand for materials and labor to be used in the making of munitions and implements of war. For a considerable portion of that time it was difficult, if not actually impossible, to obtain permits to enter the material and labor markets for items necessary to construction that was not directly connected with the prosecution of the war.

The highest prices for materials, machinery and labor in many years were reached in 1918, and it required an abiding faith in the merit of an enterprise to carry it forward to completion under the conditions that existed.

In spite of all of the difficulties, and in the face of government control of the grain trade that rendered it almost impossible to earn reasonable profits in conducting a grain business, new elevator construction and elevator improvements in 1918 are represented by figures that are encouraging indeed.

Statistics compiled from our own files and from the reports of architects and contractors specializing in grain elevator building show that during 1918 there were erected 619 country elevators and 40 terminals and that 134 elevators were enlarged and 215 overhauled.

The figures by states are shown in the table below. Kansas,\* which was second

in point of new construction in 1917, moved up to first place during the year just closed, 74 elevators having been built in that state. Nebraska and Washington are tied for second place with a total of 63 each, while Iowa came next with 53.

In comparison with the corresponding figures for 1917, the decrease shown is considerable, altho it is not more than, and probably not so much as a knowledge of conditions during the two years would lead one to expect. In 1917, 1,215 elevators were built or 556 more than in 1918. The percentage of elevators which are classed as being of fireproof construction is practically the same for both years, being slightly less than 20% in each case.

In addition to the figures in the table representing the building and improvement of elevators, some interesting facts are disclosed with respect to the number of other buildings built by grain dealers. Of these there were 238, and this number includes offices, warehouses, coal bins, coal pockets, mills, etc.

It also is seen that 202 elevators were burned in 1918, and that 76 were damaged by fire. This represents an appreciable and welcome decrease from the corresponding figures for 1917, which showed 290 elevators burned and 137 damaged by fire. In view of the increase of some \$60,000,000 in the total fire loss of the country in 1918, and of the reports of alleged alien enemy activity in the practice of arson, it is gratifying to find a decrease in the number of elevators burned. This can mean but one thing, namely, that elevator operators are learning the value of carefulness and good construction, and it is not impossible that there may come a time when elevator fires will be reduced to annual totals that may be expressed in two figures.

The season for active elevator construction is again approaching and already plans are well under way in all parts of the country for an active building program that gives promise of making 1919 a record year in this respect. The excellent prospect for a bumper crop of wheat, furnishes the incentive for the erection and improvement of elevators on a scale that will tax to the utmost the ability of elevator machinery and material manufacturers to supply the demand that it will create.

THE EXPORT demand for United States wheat is so greatly reduced, that the United States seems sure to carry over considerably in excess of 200,000,000 bus. into the new crop period; while if the market price was controlled solely by supply and demand much of it would be moved to Europe. The sooner the Government takes its hands off of wheat and pork the sooner will we return to normal conditions in the foodstuffs markets.

## To Cut Down Free Time on Grain Cars.

Shippers of grain have long suffered from the inefficiency of the politically controlled state grain inspection departments; but it remained for the "acid test" of war and unified railroad control to expose their weakness. On account of inability to furnish grades promptly the Kansas State Grain Inspection Department has voluntarily made good to shippers demurrage amounting to about \$2,000 per month out of the pockets of the taxpayers; while at Chicago the demurrage accruing by reason of the state inspection department's delay has been saddled on the shippers and is still unrefunded.

Shippers complained so bitterly of the injustice of paying demurrage due solely to governmental shortcomings that the United States Railroad Administration made a special study of the conditions at Chicago, Kansas City, Milwaukee, Minneapolis, Omaha and St. Louis, and found that on one day out of 1,605 cars investigated, 1,456 were sampled the same day they were bulletined, 1388 graded that day, 217 graded next day; disposition given on 936 cars the same day bulletined, 524 next day, 97 after two days, 18 after 3 days, 20 after 4 days.

This poor showing demanded attention and a meeting was called by the railroad administration at Chicago Jan. 24, at which were present the terminal railroad managers of the different cities, headed by George Hodges, chairman of the Com'te on Legal and Traffic Relations, of the U. S. R. R. Administration. The Chicago Board of Trade was represented by S. H. Benson of the Transportation Dept., Adolph Gerstenberg and Ed. Doern; St. Louis Merchants Exchange by Chas. Rippin; Milwaukee Chamber of Commerce by Geo. A. Schroeder; Omaha Grain Exchange by C. T. Clarke and the Kansas City Board of Trade by R. D. Sangster.

As a remedy the R. R. Administration suggested the following rule:

## Recommended Rule.

When cars of grain are held in transit and placed for official inspection, the cars will be bulletined and posted by 9 a. m. of each day, showing the previous 24 hours' receipts and, providing inspection is reported by the Inspection Authorities by 12 o'clock noon (Saturdays 11 a. m.) of the same day on which notice of arrival is bulletined, the free time for inspection and disposition will expire at 6 p. m. of the same day (Saturday 5 p. m.).

On cars on which inspection is not reported by the Inspection Authorities by 12 noon (Saturday 11 a. m.) on the same day on which notice of arrival is given on bulletin, the free time will expire 6 p. m. (Saturday 5 p. m.) of the day following the date on which arrival notice is given by bulletin.

Chicago dealers are willing to accept the proposed rule. Kansas City is willing if the time of reported inspection is set back from 12 noon to 11 a. m. to give an hour more for disposing of the grain. The proposed rule is tentative and its final draft may be modified.

Altho shippers feel that the burden of this demurrage is unfairly thrust upon them by the chemical laboratory methods of analysis of moisture by the U. S. Department of Agriculture, or by the inefficiency of the state inspection departments, it should be distinctly understood that the U. S. Railroad Administration will refuse to grant additional free time to make good their shortcomings. The federal railroad administration feels that if shippers are forced to bear this burden they will work for increased appropriations by the state legislatures and for better management of the inspection departments over which the federal government has no control.

	Country elevrs.	Terminal elevrs.	Fireproof.	Combustible.	Enlarged.	Overhauled.	*Electric motors installed.	*Engine installed. Burned.	Damaged by fire.
Ariz. ....	1	0	0	1	0	0	0	0	0
Ark. ....	0	1	0	0	0	0	0	0	0
Cal. ....	22	1	4	3	2	1	0	0	1
Can. ....	22	8	8	23	5	6	0	0	16
Colo. ....	19	0	3	16	4	3	2	0	1
Ida. ....	20	4	4	20	3	1	0	0	6
Ill. ....	53	4	18	42	1	13	17	2	0
Ind. ....	19	0	5	14	12	21	11	4	7
Iowa ....	51	2	10	43	10	28	12	4	13
Kan. ....	74	0	4	70	14	28	11	6	16
Ky. ....	1	0	0	1	1	0	0	0	4
La. ....	0	0	0	0	0	0	0	0	1
Md. ....	1	0	1	0	0	0	0	0	3
Mich. ....	11	0	1	10	2	2	4	3	12
Minn. ....	28	0	6	22	15	16	19	2	9
Mo. ....	24	4	5	23	9	3	2	0	11
Mont. ....	8	1	2	7	3	6	3	0	4
Neb. ....	63	0	15	48	9	18	9	14	21
New Eng. ....	1	0	0	1	3	2	0	0	2
N. J. ....	1	0	1	0	0	0	0	0	0
N. M. ....	0	0	0	0	0	0	0	0	0
Nev. ....	0	0	0	0	0	0	0	0	0
N. Y. ....	2	1	1	2	0	0	0	0	7
N. D. ....	30	0	1	29	3	28	0	3	21
Ohio ....	15	0	2	13	10	3	10	3	9
Okla. ....	20	1	2	19	5	1	1	1	6
Ore. ....	25	7	15	17	1	4	0	0	1
Pa. ....	0	0	0	0	0	0	0	0	3
S. D. ....	24	0	2	22	0	22	8	3	8
S. East ....	7	0	1	6	4	0	0	0	6
Tenn. ....	3	0	0	3	2	0	1	0	1
Tex. ....	9	3	3	9	6	3	0	0	12
Utah ....	2	2	4	0	0	0	0	0	0
Wash. ....	61	2	4	59	4	0	1	0	0
Wis. ....	5	0	0	5	4	6	5	0	6
Wyo. ....	4	0	0	4	0	0	0	0	1

619 40 123 536 134 215 117 45 202 76  
\*New motors and engines installed in old elevators.



## Asked— Answered

[Readers who fail to find information desired on any subject of interest to grain dealers should send us their query for free publication here. The experience of your brother dealers is worth consulting. Replies to queries are solicited.]

### To Push Shortage Claims?

*Grain Dealers Journal:* Will the Journal please advise us how to handle shortage claims on leaking cars as it looks like the railroad is not going to pay them unless we start proceedings against them. We have over \$700 in claims against the C. B. & Q. Railroad on the 1918 wheat crop on cars mashed up and leaking in transit.—C. E. Still, Piasa, Ill.

**Ans.:** Claims filed are good until paid, and the general order No. 57 is not retroactive, so that claims are likely to be paid in due course. The reason for delay in payment should be ascertained and if papers are not complete the claim should be perfected. As a last resort suit should be brought. Delay in payment should be reported to John H. Howard, manager Claim Department, U. S. Railroad Administration, Washington, D. C.

### Is Interest Allowable on Claims?

*Grain Dealers Journal:* Will the Journal please state whether shippers can compel railroad companies to pay interest on claims.

On May 14, 1918 we filed claim against the Big Four covering loss on car of oats shipped from Chicago, to Underwood, W. Va., Mar. 7, 1918. After tracing the car, we finally were advised the oats had been forwarded to Newport News in error and had been exported.

As soon as we received this information, we filed claim on May 14, 1918. The C. C. C. & St. L. acknowledged receipt of paper and not hearing anything further from them, we started tracer on Oct. 30 and were advised under date of Nov. 5 the original papers had been lost and they asked us to send duplicates which we did Nov. 14 and we received voucher today for \$2279.51 which was the amount of the original invoice.

The interest from the date the papers were originally filed to date, amounted to \$114.60. We think we are entitled to this interest, as we suffered the loss on account of the railroad company making the error.—The American Hay & Grain Co., Marietta, O.

**Ans.:** In general interest is allowable if claimed. A few weeks ago Director of Public Service and Accounting Prouty in a general order instructed claim agents to allow interest on overcharge claims at 6%.

In *Osborne v. Chicago & N.-W. Ry. Co.*, reported in 48 Fed. 49, it was held that the allowance of interest was within the province of the jury in a suit for damages for violation of the long and short haul clause.

In *Morrison Grain Co. v. Missouri Pacific Ry. Co.*, the Kansas City Court of Appeals held "In a shipper's action for damages from the loss of a carload of corn, in which the only allegation of damages was limited to the precise value of the corn, interest on the amount of the recovery could not be allowed." From this it appears that the shipper may be allowed interest if he will claim interest, and make a showing that keeping him out of his money compelled him to pay interest.

In *Stevens-Scott Grain Co. v. A. T. & S. F. Ry. Co.*, the Supreme Court of Kansas held that "In an action against a carrier for damages on account of the injury to or destruction of property in transit, interest is not recoverable."

The latest decision given a few months

ago is that of *Olcovich v. Grand Trunk Railway of Canada*, by the Supreme Court of California, reported in 176 Pac. 459, as follows:

Where carrier's liability was limited by B/L to value goods at time and place of shipment, the shipper in case of partial loss could recover interest on claim under Civ. Code. 3287; the claim being capable of being made certain.

### Aeroplane to Carry Grain?

*Grain Dealers Journal:* Roads, as usual, in this vicinity are what Sherman said about "War." In consequence, the greater portion of the grain will have to be held over till summer. Farmers in this community are in the market for aeroplanes which can be used in carrying grain to market. Can the Journal advise where same can be purchased—E. H. Anschutz, Mgr. Merchants Elevtr. Co., Long Grove, Ia.

**Ans.:** Perhaps some aeroplanes can be purchased cheap from the Post Office Department which has just abandoned the Chicago-New York aerial mail route.

### Effective Date of Order No. 57?

*Grain Dealers Journal:* Will the Journal please inform us the date upon which general order No. 57 was effective? We have several claims which will be affected by this order and the date may determine whether our claims are valid. Is the order retroactive? I have had several claims refused on account of G. O. No. 57, and on which I believe the loss occurred prior to issuance of the order.—A. J. Carpenter, Battle Creek, Mich.

**Ans.:** McAdoo's general order No. 57 has exactly the same force and effect as an order issued by a railroad president to the employees of the railroad company, and no more. It will affect shippers to the extent that the claim agents must attempt to carry out the instructions of their superiors, however unlawful. The order is not retroactive.

The circular, Order No. 57, emanating from the government printing office at Washington and signed by W. G. McAdoo, director general of railroads, bears at the head the date Nov. 26, 1918.

Mr. Young, chief clerk to R. H. Aishton, regional director at Chicago, says that the date borne by any circular issued from the director general at Washington is supposed to be the effective date. Asked whether or not this order is retroactive, Mr. Young said: "Any shipment is governed by the rule in force on the date it is made. No claim for loss made prior to Nov. 26, could be affected by the order which became effective on that day. If any one can show where claims so made have been affected by this order, we will be glad to make investigation."

### Law on Operating Without License.

*Grain Dealers Journal:* What is the law in regard to the storage of grain for farmers by country elevator operators without a storage license? I have been informed that storage is not permitted at all.—Frank Wallin, Carroll, Neb.

**Ans.:** The present Nebraska law regarding storing grain in country elevators is that where grain is stored by elevator operators, the firm handling such business must secure license from the state, giving it authority to store, and where license is secured certain reports must be regularly made to the state authorities at Lincoln.

In most states the law does not regulate the business of the grain dealer. He can store or refuse to store as he deems best, or make any agreement satisfactory to himself and his patrons.

As soon as the dealer receives grain for storage for the account of others and mixes the grain of different owners he becomes a public warehouseman. In some states he is prohibited from doing this without a license. In one state all shipping elevators are required to have a license and according to the interpretation of the law by the state officials every licensed elevator operator must store if he has room and is requested to do so by the farmer.

The practice of storing grain for the

grower is falling into disuse on account of the evils growing out of it. The cheapest place to store is in the farmer's granary, and the live dealer's elevator is a handling house, not a storehouse.

The time to decide how the price is to be made is when the grain is delivered into the elevator, or before. If so understood in advance the farmer can settle on the basis of the market price at any subsequent day he chooses.

### Not Necessary to Load to Car Capacity.

*Grain Dealers Journal:* Some of the railroad companies claim we still have to load to the capacity of the cars. Is this so? What is the present minimum weight?—American Hay & Grain Co., Marietta, O.

**Ans.:** The Food Administration has canceled its regulations requiring full loading; and the recent circular of the Railroad Administration is a request that need not be complied with, as cars are in oversupply on account of the shrinkage of 25 per cent in the volume of merchandise handled.

Minimum weights from Chicago to eastern points are: Wheat, 64,500; corn, 61,600; oats, 51,200, and millfeed, 35,000 lbs.

### Return of Claim Papers?

*Grain Dealers Journal:* I have a claim filed against the Missouri Pacific Railroad Co., which is getting old and I have not heard from it nor am I able to get them to send the original papers back.

How can I proceed to get back the original papers?—J. A. Mayer, Stella, Neb.

**Ans.:** If the papers have been lost they can not be returned, and recourse must be had to copies. It is always best to keep the originals and send copies, or if the originals are sent to keep copies.

A statement of the facts sent to John H. Howard, manager of the freight claim department of the U. S. Railroad Administration, at Washington, D. C., should bring results, as he has requested shippers to furnish him with the facts regarding delay in payment of claims.

### Dividends on Transferred Stock?

*Grain Dealers Journal:* Several years ago, I purchased a few shares of stock in the Farmers Elevator Co. incorporated under the laws of Illinois, and had them transferred to me on the back of the certificates. I also notified the company that I owned them. Since that time, three dividends have been declared, but neither was paid either to me, or to the former owner. There is a reserve fund to meet these. Who is entitled to the dividends and can the company be forced to pay them?

I had one share of stock in a corporation that I purchased from the administrators of an estate which was transferred to me, but I lost the certificate. I notified the company that I owned this share, before any dividends were paid. The directors do not know whether the dividend should be paid or not, so are holding same back. How shall I proceed to get this share transferred on the books of the corporation and the dividends paid?—Edw. H. Kessler, Cramer, Ill.

**Ans.:** Dividends are payable only to holders of stock of record on the books of the corporation, and to get on record the certificates of stock should be turned in to the company indorsed on the back by the original owner and new certificates issued in the name of the new owner. Until this has been done it is not safe for the corporation to pay out any dividends, especially after having been put upon notice that the stock has been transferred.

The burden is on the loser of stock certificates claiming ownership to protect the corporation if dividends are paid to him by giving bond, or by filing an affidavit from the seller to the effect that stock had been sold to you.



## Letters

[Here is the grain dealers' forum for the discussion of grain trade problems, practices and needed reforms. When you have anything to say of interest to members of the grain trade, send it to the Journal for publication. It may draw out the views of others.]

### Why 12c to Grain Corporation and But 8c to Dealer for More Service.

*Grain Dealers Journal:* I read with interest the letter from "Illinois Dealer" on page 54 of last number about farmers being misled on wheat rebates, because I was in the same boat as my brother dealer. In my case, the wheat handled graded No. 1, on which the rebate figured 3c per bushel. This I cheerfully refunded, being a patriotic citizen and willing to do almost anything to lower the high cost of living and end the war.

A short time ago, the agent for the Food Administration was here checking over my books and commended me highly for complying so promptly with the order to refund the 3 cents, altho it left me with a very small profit compared with the risk and the money invested.

But the point I want to get at is this: Just as I was consoling myself after reading brother dealer's letter, I read in the daily market report that the Food Administration will sell all kinds of wheat to millers at 12c above the basic price. Some encouragement to handle the 1919 wheat crop, brother, on an 8c margin! I wonder if we are going to be foolish enough to try it, when the Administration wants 12c with nothing invested. We had better think it over before it is too late.—Another Illinois Dealer.

### Speeding Up Minneapolis Inspection.

*Grain Dealers Journal:* Under the Federal system of grading we found that in order that the inspectors might follow the instructions of the Federal Government, more time must be allowed for the actual inspection work.

Heretofore we have made a cut-off in inspections at 11 o'clock, but this has been found not to be practical under the new method. After giving the matter a good deal of thought, the Minnesota Railroad & Warehouse Commission arrived at the conclusion that in order to permit the inspectors to take ample time to perform their work, this 11 o'clock cut-off would have to be eliminated. This was done, with the result that the entire day is taken up with inspections, reinspections and appeals. This has resulted in a much quicker release of equipment. Especially does this refer to cars sampled at terminal points.

The records will show that since this new method was adopted, disposition orders have been given on 25% more cars on the day of inspection than were previously ordered under the old system. We believe that when this method has been in operation for a reasonable length of time it will be found to be the most practical way of grading at a terminal as large as Minneapolis, inasmuch as it will reduce delays to equipment, will release the equipment more promptly, and we believe will cut down the reinspections and appeals. —G. H. Tunell, Chief Grain Inspector, St. Paul, Minn.

### The Wheat Refund?

*Grain Dealers Journal:* We note in the Journal that there are a number of dealers who were stung on the wheat proposition, who refused to scale down their margins and are wondering what the Food Administration is going to do about it. Is there some deal on in this line that might be a good thing for all of us?

We are up against it here a little. A big-headed inspector came in last week lording it over us about this refund and giving us just a week in which to make it and send in a sworn statement. By the way, we never wanted to beat up anybody as badly as we did this fellow, either. We can not for the life of us see where we have robbed anybody or have anything to refund.—Square Dealer.

### Plan for Established Trade to Handle 1919 Wheat.

*Grain Dealers Journal:* I have read carefully with considerable interest the Reynolds plan of handling by the Government, the next crop of wheat. I have given this considerable thought and am radically opposed to the old plan of the Grain Corporation in any form.

First, the old plan, with its many offices necessary to maintain, the employment of help both in these offices and traveling through the country is very costly to the handling of the wheat and to the Government.

Further the normal machinery for grain handling is still intact awaiting relief from government control, thus the country shipper, the broker, the commission merchant, the terminal facilities and mills all stand ready to take hold with much more efficient and economical means when working without restraint.

The suggested regulation of farmers' deliveries by the Food Administration through country dealers and the holding of wheat by shippers would run into great dissatisfaction for us all, as did the permit system of last fall, and would be of no end of trouble.

We have in this locality the largest acreage of winter wheat ever sown and with a heavy anticipation of spring wheat sowing all to the great disadvantage of the coming corn acreage. We were a 75% corn growing section and now reversed into a 75% wheat growing section as it stands.

The growing of spring wheat in winter wheat sections should be penalized and not permitted. We dealers cannot give justice to the handling of the present prospect of winter wheat and farmers have no bins hereabouts for the holding of wheat.

The consumer is demanding a lower priced flour, and I believe he is rightly entitled to some consideration.

I am now confirmed in the opinion that the only fair solution that this country is justified in adopting, is to give unhampered the business of handling wheat and grain back to the proper channels as under normal conditions.

The Department furnishing blanks to the country shipper requiring only the price he offers and pays for the wheat and the price he is bid for same under a safe delivery date. This the dealer must keep accurately daily and send to the proper official of the government.

The proper buying margin to be determined by a proper joint committee before the crop starts to move and not to be an eight-cent margin as ruled by the present officials as it is inadequate. So

long as the shipper keeps within these bounds he should be left unmolested.

If the dealer through good judgment earns an excess profit or a loss, no inquiry or criticisms can be made. The only control would be his daily report.

In order to settle with the farmer under a guaranteed price, the country shipper should be furnished with Government certificates, to show the amount of bushels bot and the price paid the farmer, also the price paid at his station for the same grade of wheat in 1918 as settled by the present Food Administration. Further these certificates to show the price paid and the sale price of the wheat on the date of sale showing the legal buying margin.

These certificates collectable in difference from the 1918 price and the price received from the country shipper to be filed with government designated places for redemption.—Victor Dewein, Warrensburg, Ill.

### Handle Trucks, Wagons & Sleds on Platform Dumps.

*Grain Dealers Journal:* We note that there has been some discussion regarding this subject, and of course you understand that the conditions under which the grain men are working in Indiana are altogether different than what we employ up here.

The style of elevator and machinery equipment is altogether different, and I would say that the elevators in this territory are way ahead of the elevators in that territory so far as rapid handling of grain is concerned. The dump scales and dumps in connection with same are entirely different in this territory from what they are using there. We don't have any overhead dumps, nor do we use an oil dump controller exclusively. In the installation of an auto truck dump, we use two different styles of dumps, which are gotten out by either the Fairbanks-Morse Co. or the Howe Scale Co., which is a type known as the full platform dump with a device for extending platform for use when a truck drives onto the scale or the original platform in the case of a wagon or sled driving on to the scale. We dump trucks, wagons and sleds from the same scale, the same platform and into the same pit.

We are not using the dump log in this territory any more, as the requirements make it necessary for the dumping of sleds, which are a good deal narrower in gauge. The trucks are dropped the same as the wagon or sled, and is used in connection with a dump controller in combination with the oil controller. The auto truck dump scales are used with a 26 ft. scale, usually of 10 ton capacity.—T. E. Iberson Co., by E. E. Iberson, Manager, Minneapolis, Minn.

A MEASURE of national prohibition similar to that which will make the United States "bone dry" will be discussed at the next session of the Canadian parliament. At present, all the provinces are dry, except Quebec and it will be dry on May 1.

A TRAINLOAD of foodstuffs, a present from the British army in Italy to the women and children of Vienna, reached that city, Jan. 14, convoyed by a small body of English troops. The British officer in command explained to the burgomaster that the supplies were sent in recognition of the fact that Austria had treated her British prisoners with consideration in contrast with the inhuman treatment given them by the Germans.



## Grain Movement

Reports on the movement of grain from farm to country elevator and movement from interior points are always welcome.

### CALIFORNIA.

San Francisco, Cal.—Receipts of grain for the month of December, 1918, were: Wheat, 29,875 tons; barley, 6,950; oats, 959; corn, 160; compared with wheat, 22,341 tons; barley, 7,662; oats, 3,068; corn, 2,315; in the same month in 1917.

### CANADA.

Ponteix, Sask.—Large amounts of hay and oats are being shipped in to points on the Weyburn Lethbridge R. R. line where feed is needed for farmers stock. Some corn is also being shipped in here for feed.—T. H. Kavanogh, agt. for Alberta Pacific Grain Co. Ltd.

Winnipeg, Man.—Receipts of grain at Winnipeg for the month of December, 1918, were: Wheat, 5,347,000 bus.; oats, 4,734,600 bus.; barley, 1,483,300 bus.; rye, 180,000 bus.; compared with wheat, 16,917,250 bus.; oats, 7,051,200 bus.; barley, 1,154,400 bus.; and rye, 50,000 bus. in December, 1917. During the calendar year 1918, 120,042,525 bus. of wheat were received at the Winnipeg market.

### INDIANA.

Markle, Ind., Jan. 9.—Very little oats moving here for several weeks. Price does not seem to suit the farmers. No corn for shipment, probably will ship in.—J. F. Pllice.

### IOWA.

Cornell, Ia., Jan. 15.—Little grain movement here because of the bad roads.—Farmers Co-operative Elvtr. Co.

Long Grove, Ia., Jan. 22.—Roads as usual are impassable. A great portion of the grain will have to be held over till summer on this account.—E. H. Anschutz, mgr. of the Merchants Elvtr. Co.

### KANSAS.

Princeton, Kans. Jan. 13.—No grain moving now as it is all shipped out. Shipping in corn.—R. B. Sickler, Star Grain & Lumber Co.

Galatia, Kan., Jan. 13.—Since Oct. 1 we have shipped 48 cars of wheat from here and would have had more, if the roads had not been impassable, preventing the farmers from marketing it.—W. A. Milberger, agt. for the Wolf Milling Co.

### MICHIGAN.

Kent City, Mich., Jan. 8.—Beans and wheat about all sold in this section.—Kent City Produce Co.

Lansing, Mich., Jan. 6.—Farmers marketed during December, 95,979 bus. wheat at 74 flouring mills and 42,378 bus. at 51 elvtrs. and grain dealers, or a total of 138,357 bus. and 3,500,000 bus. during the five months from August to December, as reported by C. C. Vaughan, sec'y of state.

### MINNESOTA.

Minneapolis, Minn.—During the month

of December, 1918, receipts of grain were: Wheat, 18,020,210 bus.; corn, 953,160 bus.; oats, 5,041,260; rye, 3,200,620; barley, 4,140,980. Shipments were wheat, 5,903,030 bus.; corn, 613,870; oats, 5,145,230; rye, 1,267,950 and barley, 2,132,770; compared with receipts of wheat, 7,779,880 bus.; corn, 977,650; oats, 2,898,440; rye, 1,267,950 and barley, 3,917,790 bus. and shipments, wheat, 2,157,480 bus.; corn, 630,700 bus.; oats, 4,564,170 bus.; rye, 399,990 bus. and barley, 2,103,280 bus., in December, 1917.

### NEBRASKA.

Columbus, Neb., Jan. 14.—Movement of grain here very quiet at present. Most of the corn in this locality will be fed.—Columbus Roller Mills.

Wilber, Neb., Jan. 16.—Only 10 per cent of the wheat crop is back in the farmers' hands and not 70 per cent as was erroneously reported.—W. D. Russell, mgr. Farmers Elvtr. Co.

Hallam, Neb., Jan. 13.—We have some corn here to move but roads are bad. There is still some old corn here. Wheat is about cleaned up.—J. G. Schwarz, mgr. Farmers Co-operative Grain & Coal Co.

Lincoln, Neb., Jan. 13.—A great deal of corn is being shipped south from Iowa, north Nebraska and South Dakota, for feeding purposes. The high cost of corn is compelling the shipment of hogs.—Foster Grain Co.

### NORTH DAKOTA.

Weaver, N. D., Jan. 11.—This house has been filled to the roof since Jan. 1.—C. Cardinal, buyer for St. Anthony & Dakota Elvtr. Co.

### OHIO.

Mt. Victory, O., Jan. 13.—Nothing moving at present.—R. B. Cowgill, Mt. Victory Milling & Grain Co.

Circleville, O., Jan. 21.—We are paying \$1.25 a bu. for corn, but corn will soon be lower. No wheat offered, about 15 per cent in farmers' hands.—The Heffner Grain Co.

Lakeville, O., Jan. 20.—We ship annually 6,000 bus. of wheat. We have had no corn or oats to offer for the past ten years. We ship mostly corn for we are in a large feeding center.—H. Kay Horne of the J. W. Horne & Co., formerly Plimp-ton.

### OKLAHOMA.

Douglas, Okla., Jan. 15.—About 5 per cent of the 1918 wheat crop is still in the farmers' hands.—H. A. Powell, agt., Randels & Grubb.

## OUR CALLERS

A. L. Clark, Clare, Ill.  
V. L. Nigh, Cleveland, O.  
C. N. Gragg, Lowell, Ind.  
J. W. Reardon, Fisher, Ill.  
A. Fairchild, Wheatfield, Ind.  
T. C. Manning, Omaha, Neb.  
V. P. Kelley, Salt Lake City, Utah.  
A. C. Rynders, White Star Co., Wichita, Kan.  
V. E. Butler, Bureau of Markets, Washington, D. C.  
J. A. Worsham, general mgr. and treas. of the Maroa Mfg. Co., Maroa, Ill.  
Paul D. Miller, formerly of Great Falls, Mont., and Russell, Kan., just home from ocean transport service.

## Exports of Grain Weekly.

	Wheat		Corn		Oats	
	1916-7. 1918-9.	1915-6. 1917-8.	1916-7. 1918-9.	1915-6. 1917-8.	1916-7. 1918-9.	1915-6. 1917-8.
Tot. July 1-June 29.	118,054,000	283,401,000	33,226,000	54,074,000	132,498,000	120,160,000
Sept. 28.	5,088,000	2,340,000	289,000	172,000	2,914,000	2,682,000
Oct. 5.	5,532,000	2,379,000	153,000	542,000	2,704,000	4,801,000
Oct. 12.	4,078,000	4,293,000	52,000	247,000	2,439,000	6,398,000
Oct. 19.	4,200,000	2,429,000	38,000	87,000	4,478,000	3,500,000
Oct. 26.	4,143,000	2,533,000	31,000	27,000	5,086,000	2,497,000
Nov. 2.	2,513,000	1,572,000	30,000	270,000	2,394,000	2,476,000
Nov. 9.			No report.			
Nov. 16.			No report.			
Nov. 23.	4,005,000	3,359,000	140,000	59,000	3,661,000	2,092,000
Nov. 30.	7,560,000	2,800,000	114,000	164,000	3,335,000	1,246,000
Dec. 7.	10,900,000	4,294,000	159,000	137,000	3,267,000	1,804,000
Dec. 14.	7,440,000	3,521,000	220,000	31,000	3,288,000	1,589,000
Dec. 21.	7,973,000	4,546,000	11,000	229,000	1,836,000	2,237,000
Dec. 28.	4,765,000	3,162,000	208,000	321,000	1,873,000	1,108,000
Jan. 4.	3,600,000	2,191,000	61,000	177,000	2,193,000	1,966,000
Jan. 11.	4,404,000	1,805,000	104,000	1,000	3,206,000	2,134,000
Jan. 18.	5,013,000	2,109,000	119,000	175,000	3,100,000	1,728,000
Totals	104,505,000	90,755,000	7,179,000	10,690,000	70,180,000	77,770,000

## Crop Reports

Reports on the acreage, condition and yield of grain and field seeds, as well as on the movement to country markets, are always welcome.

### CANADA.

Ponteix, Sask., Jan. 18.—Crops in 1918 were practically a failure due to the extremely dry season.—T. H. Kavanogh, agt. for Alberta Pacific Grain Co. Ltd.

### ILLINOIS.

Piasa, Ill., Jan. 10.—We raised no corn here. All corn fed has to be shipped in.—C. E. Still.

Albers, Ill., Jan. 14.—The winter wheat condition 90 per cent acreage, about same as last year. Farmers report some fields infested by hessian fly.—William Nete-meyer.

Galesburg, Ill., Jan. 25.—Corn here is the best quality we have had in years but little of it will go to the regular market as feeders of this locality are picking it up way above the market. Lots of oats yet to market but they are not letting loose of them very freely yet. Wheat, the largest acreage in the history of the county looks fine. Large acreage of spring wheat will be out in the spring and on account of this increased acreage both corn and oats will be materially cut. Very open winter, stock in pastures most all winter.—E. Larimer, mgr. Farmers Gales Elvtr. Co.

### INDIANA.

Markle, Ind., Jan. 19.—Wheat is having a severe trial at present. The ground is frozen dry and the wind blowing the dirt off the roots.—J. F. Pllice.

### IOWA.

Long Grove, Ia., Jan. 22.—Weather conditions are warm and damp and spring flowers are coming up. Frost is practically out of the ground and wheat is greening fast. If we have zero weather in the future without a covering of snow first, most of the winter wheat will be killed out, as it is growing fast.—E. H. Anschutz.

### KANSAS.

Ingalls, Kan., Jan. 18.—Lots of snow and good prospects of a wheat crop this year.—W. L. Cannon, mgr. Ingalls Co-operative Exchange.

Wichita, Kan., Jan. 10.—Everything is covered with snow. All east and west country roads are blocked and hardly passable.—F. S. Rexford.

Stockton, Kan., Jan. 13.—Our soil was never in a better condition to insure both wheat and corn and all spring crops for the coming season.—W. H. Morrison.

Sylvan Grove, Kan., Jan. 20.—Wheat is in good shape. Lots of moisture. A large acreage here, but very little raised in this vicinity for two years, but look for a bumper crop in 1919.—B. H. Mead, mgr. C. E. Robinson Elvtr. Co.

### MICHIGAN.

Croswell, Mich., Jan. 16.—Wheat acreage 10 per cent above normal.—Paul Billings.

Clio, Mich., Jan. 16.—Increase in wheat acreage 25 per cent; rye, 20 per cent.—F. M. Houghton.

Almont, Mich., Jan. 16.—Wheat acreage increase, 20 per cent.—F. W. Ring, of Bishop & Ring.

Akron, Mich., Jan. 16.—Wheat 25 per cent increase in acreage.—Lee Watson, mgr. Hess Elvtr. Co.

Palms, Mich., Jan. 16.—Wheat acreage 15 to 20 per cent more; oats doubled the crop last year.—Willard Babcock.

Reese, Mich., Jan. 16.—A lot of spring wheat was grown last year and farmers are figuring on more this year.—W. J. Kern.

Lansing, Mich., Jan. 6.—Winter wheat threshed in Michigan during 1918 was 651,760 acres and 9,150,981 bus. spring wheat, 42,920 acres and 773,088 bus.; rye, 475,079 acres and 6,805,569 bus.; oats, 1,-



567,332 acres and 62,044,885 bus.; speltz, 9,399 acres and 257,501 bus. and barley, 278,935 acres and 8,336,626 bus.—Coleman C. Vaughan, sec'y of state.

## MISSOURI.

Green Ridge, Mo., Jan. 9.—The corn crop here was a complete failure the past season. If it were not for a considerable quantity of old corn carried over, farmers would be compelled to purchase all corn they need until the next crop. Up to the time of our first snow, the wheat was in splendid condition.—Jas. F. Hurley Grain Co.

## MONTANA.

Lewistown, Mont., Jan. 8.—We are having fine weather here, in fact we have had only three days of winter to date.—R. J. Mitchell.

## NEBRASKA.

Lincoln, Neb., Jan. 13.—Winter wheat is looking fine and there is a 15 per cent increase in acreage.—Foster Grain Co.

Hallam, Neb., Jan. 13.—The new crop of wheat is in fine shape, with plenty of moisture.—J. G. Schwarz, mgr. Farmers Co-operative Grain & Coal Co.

## OHIO.

Circleville, O., Jan. 21.—Wheat is looking fine.—The Heffner Grain Co.

## OKLAHOMA.

Douglas, Okla., Jan. 15.—Wheat looks good for the new crop. There is plenty of moisture. A small acreage of oats will soon be sown here.—H. A. Powell, agt., Randels & Grubb.

## TEXAS.

Hereford, Tex., Jan. 14.—Heavy snows make crop prospects fine.—E. W. Harrison.

McLean, Tex., Jan. 12.—Prospect for wheat crop is fine.—Bert Flint, mgr., Co-zart Grain Co.

Cuyler, Tex., Jan. 13.—The wheat crop is a fine prospect. Plenty of snow now and the weather threatens more.—W. E. Hickman, mgr. A. Liske & Co.

## WASHINGTON.

Spokane, Wash.—A hundred per cent increase in the acreage of winter wheat gives promise of a record harvest for this section with particular reference to the counties of Lincoln, Adams, Whitman, Grant, Douglas, Franklin, Walla Walla, Columbia, Garfield and Benton. The estimated total is 800,000 acres as compared with 400,000 previously. This is largely due to the failure of spring wheat last year which barely averaged 9½ bushels to the acre instead of the usual 25. The crop was so poor in some sections on account of the drought it did not pay to harvest. Present conditions are favorable with ample supply of rain and good seasonable weather.—Edwin Rose.

WHEAT AND WHEAT FLOUR imports to the United States Food Administration Grain Corporation, 42 Broadway, New York, or to the Wheat Export Co., Ltd., 27 Beaver St., New York, are affected by the amendment to General License PBF No. 19 which provides that shipments from Australia are to be made only on 14 named vessels. This is covered by War Trade Board Ruling 417.

## Coming Conventions.

Feb. 12, 14.—Farmers Co-operative Grain Dealers Ass'n of Kansas at Topeka, Kan.

Feb. 18, 20.—Minnesota Farmers Grain Dealers Ass'n at Minneapolis, Minn.

Feb. 20, 21.—Missouri Grain Dealers Ass'n at St. Louis, Mo.

Feb. 25, 27.—Illinois Farmers Grain Dealers Ass'n at Peoria, Ill.

Feb. 27, 28.—Ohio Farmers Grain Dealers Ass'n, Boody House, Toledo, O.

May 20, 21, 1919.—Grain Dealers Ass'n of Oklahoma at Oklahoma City, Okla.

May 27, 28.—Kansas Grain Dealers Ass'n at Hutchinson, Kan.

July 15.—Michigan Hay & Grain Ass'n at Detroit, Mich.

July 16, 18.—National Hay Ass'n at Detroit, Mich.

Oct. 13, 14, 15.—Grain Dealers National Ass'n, at St. Louis, Mo.

## The Grain Sorghums Crop.

	Acres.	1918. Bus.	1917. Bus.
Kansas .....	2,139,000	20,107,000	17,433,000
Texas .....	1,605,000	24,075,000	14,766,000
Oklahoma .....	1,526,000	15,260,000	22,400,000
Colorado .....	12,000	1,748,000	1,320,000
New Mexico ...	199,000	3,582,000	3,510,000
Arizona .....	58,000	1,624,000	1,980,000

Totals for the above states. 5,619,000 66,396,000 61,409,000

## A. W. Harwood Heads Peoria Board.

A. W. Harwood, newly elected president of the Peoria Board of Trade, belongs to the younger generation of grain men, being only 28 years old, but does not on that account lack experience, as he has been actively engaged in the grain business for the past eight years.

He was first associated with the Carhart, Code & Harwood Co. in its Chicago offices for three years, beginning in 1911, and opened its branch office in Peoria in 1914. The following year, he was employed as manager for Lamson Bros. & Co. in charge of their Peoria office. In 1916, together with E. H. Young, he organized the Harwood-Young Co., grain commission merchants. He was elected director of the Board in 1918. Reproduced herewith is a portrait of Mr. Harwood.

THE LIVERPOOL GRAIN STORAGE & TRANSIT Co. has under contemplation a plan whereby its storage capacity will be increased by 750 tons of grain per hour and the delivery of grain in bulk to barges or ship by 1,000 tons per hour. The Grain Storage Company's silos in Liverpool are already the largest in the United Kingdom. R. C. Winter, formerly works' mgr. of the Liverpool mills of Joseph Rank, Ltd., is the new manager employed by the Grain Storage Co.

## Leaking in Transit

Grain dealers can help brother sufferers in the collection of claims for loss by reporting to Grain Dealers Journal, for free publication, car initials, number, place, date and condition of car seen leaking grain in transit.

Recently we have received reports of the following leaking or bad order cars:

A. B. & A., No. 25,175, set off at Menoken, N. D., was leaking badly on the side. I had my man fix it, but the car was in such bad condition, do not know whether it held or not.—J. H. Garrison, mgr. Menoken Farmers Co-operative Ass'n.

T. & N. O. 31159 going thru Liscomb, Ia., Jan. 16, leaking corn badly from under draw bar. Yellow corn in way freight going south.—B. F. Vorhes.

## The Bean Crop.

	Acres.	1918. Bus.	1917. Bus.
New York .....	200,000	1,660,000	1,875,000
Michigan .....	543,000	4,487,000	3,294,000
Colorado .....	252,000	1,638,000	1,950,000
New Mexico ...	149,000	593,000	683,000
Arizona .....	18,000	72,000	152,000
California .....	592,000	8,880,000	8,091,000

Totals for the above states. 1,754,000 17,330,000 16,045,000

L. G. BELEW, of the Belew Grain Co., Pilot Point, Tex., extends New Year greetings almost in person, by means of an engraved card with a fine portrait attached.



A. W. Harwood, Pres. Peoria Board of Trade.

## Daily Closing Prices.

The daily closing prices for oats and corn for May delivery at the following markets for the past two weeks have been as follows:

### MAY OATS.

	Jan. 10.	Jan. 11.	Jan. 13.	Jan. 14.	Jan. 15.	Jan. 16.	Jan. 17.	Jan. 18.	Jan. 20.	Jan. 21.	Jan. 22.	Jan. 23.	Jan. 24.
Chicago .....	70¾	69¾	68½	67	67¾	67¾	68¼	68¾	66¾	67½	64	64	59¾
Minneapolis ..	67¾	66½	65½	64	64¾	64¾	65	64¾	63¾	64½	61¾	61	57¾
St. Louis .....	72	70½	69½	67½	68	68¾	68¾	68¾	67½	68½	64¾	65	61
Kansas City ...	70¾	69¼	68½	67	67¾	67¾	67¾	68¾	66¾	67½	66	64	60
Milwaukee ...	70¾	69¾	68¾	67¾	67¾	67¾	68¼	68¾	66¾	67¾	64¾	64	59¾
Winnipeg ....	79¾	78¾	76¾	75¾	75¾	74¾	75¾	75¾	73¾	74¾	72	72	68¾

### MAY CORN.

	Jan. 10.	Jan. 11.	Jan. 13.	Jan. 14.	Jan. 15.	Jan. 16.	Jan. 17.	Jan. 18.	Jan. 20.	Jan. 21.	Jan. 22.	Jan. 23.	Jan. 24.
Chicago .....	135¾	132¼	129¼	127¼	128¾	128¾	128¾	128¾	124¾	126¾	123	123¼	117¾
St. Louis .....	138¾	135¾	132¾	130¾	132	131¾	131¾	131¾	128¾	130¾	126¾	126¼	121
Kansas City ...	139¾	137	134¼	132¾	133¾	133¾	133¾	133¾	130¾	131¾	128¾	128¾	122½
Milwaukee ...	135¾	132¾	129¾	127¾	128¾	128¾	128¾	128¾	125	126¾	123¾	123¾	117¾



# Indiana Grain Dealers Hold Annual Meeting at Indianapolis

The annual meeting of the Indiana Grain Dealers Ass'n was held at Indianapolis, Jan. 21 and 22 in the Library of the Board of Trade. The morning of the first day was given over to registration and meetings between friends in the halls and in the offices of the members of the Board of Trade.

President Bennett Taylor, Lafayette, called the opening session of the convention to order at 1:30 p. m. Tuesday and introduced Rev. W. B. Farmer, pastor of the Broadway M. E. Church, Indianapolis, who delivered a short address of welcome and pronounced the invocation.

At the request of Pres. Taylor, vice-pres. E. K. Shepperd, Indianapolis, took the chair while Pres. Taylor read his annual address, as follows:

## President's Address.

Last year when we assembled here the World War was demanding our consideration. The war has been fought to a successful conclusion and today we are confronted with the problems of readjustment and reconstruction. The grain trade, we believe, has done its full part in winning the war; when our government officials, through our National Ass'n, asked us to co-operate in handling the problems of grain distribution, such co-operation was given. Not only did the State Ass'n give all the assistance possible, but the local Ass'ns all readily took up the burdens placed upon them, and, when sacrifice of business was essential, that sacrifice was made. We are all glad we have had such a part in the great world conflict and it should be a source of satisfaction to us throughout our natural lives.

We have readily given way to all regulations regarding the handling of grain and foodstuffs, to federal ownership and control of transportation and electric communication, feeling it was a part of our patriotism in the great struggle. Today we are facing the problem of reconstruction. We know there are some war relations to be disposed of when it comes to the matter of readjustment. This probably should be done as rapidly as possible, but we must face this problem with the same business courage we possessed during the war period, as no doubt a gradual return to normal conditions will best serve our country. May we not, as grain men, hope for the gradual yet rapid restoration to private ownership of transportation and other facilities to the advantage and advancement of commercial interests of the country with such governmental supervision as may be found necessary.

**Membership:** This Ass'n has for many years maintained a strong membership. The greater number of dealers in the state are and have been for some years members and such membership has become valuable beyond computation. Some have carelessly dropped their membership, a few have withdrawn while in good standing, basing such action on difference of view as to merits of arbitration and some have dropped out because they have not felt the Ass'n was valuable to them, especially when they sought to accomplish personal gain by methods that could not be justified, and influence that their withdrawal has not seriously embarrassed the Ass'n.

The Sec'y has succeeded in bringing in new members enough to fill the vacancies caused by withdrawals, but he cannot do all this work without assistance. You should get into this work and bring in new members. We have with us today a number of our good people that are not members. You are welcome and we are glad you came, but don't you think you should join this movement for the upbuilding of the cause in this state? We want you to enjoy your visit today. We are willing to take the first step toward interesting you, but we cannot refrain from again urging you to give us your application for membership.

**Grading:** During the past year the Ass'n, through its Sec'y and members, has accomplished much in the matter of getting the dealers of the state to grade their grain at time of purchase. Not all of them have

yet realized the importance of this service, but such as have equipped themselves for proper and complete grading, then practiced it, are satisfied that it is the correct method of handling grain.

Some criticism has come from the Food Administration to the effect that excessive margins of profit have been exacted by a few grain dealers and millers in this state, but upon investigation few are even involved in the criticism or charge of profiteering and those are generally non-members of this Ass'n and are such as bought grain the old fashioned way, viz., on a "mine run" basis, making the good carry the bad and paying a uniform price for it all.

The whole line of cereals in this state will shortly be covered by classification, corn and wheat alone being thus covered now. Such classification will require some skill and great care on the part of buyers, but can be properly accomplished if buyers will equip themselves and test and grade right at the time and place of purchase, so let us hope every member of this Ass'n will equip his office and plant that he can buy and sell on grades properly ascertained. Such as do not thus buy and sell naturally fall in the same class with what is termed the scooper who does not attempt to grade but finds solace and comfort in the disturbance of the trade in his field of operation.

**Legislation:** Your com'tee on legislation, of which P. E. Goodrich, Winchester, is chairman, has prepared two very important bills that have been presented to the General Assembly now in session. One of these bills is known as the Weighmasters Bill; the other the Railroad Land Leasing Bill. Each has been submitted to you by the Sec'y and we hope you will fully endorse them, then get in touch with your senators and representatives and otherwise do what you can to accomplish their enactment into law. I have studied them and the probable consequence of their operation and earnestly urge you to exert yourselves to the utmost to see that they have a successful journey through both branches of the legislature.

**The Honor Roll** of this Ass'n is one of which all are proud. The boys of this fraternity were among the boys "Who Went"; some have not returned, their blood hallowed the soil of France, Belgium and Italy. They cannot be with us today, but the memory of their deeds of patriotism, valor and heroic sacrifice will never be forgotten; they have burned themselves into our souls and we here and now feebly, though earnestly, give expression to our appreciation and reverence for those who will not return, and our sentiments of respect, love and patriotic devotion to those that have already or will yet return.

Pres. Taylor called for the annual report of Sec'y C. B. Riley, which report follows:

## Secretary's Report.

The Year just closed has been one of varying conditions in the Grain Trade. Some dealers have realized reasonable profits; some have not realized adequate compensation for their investment and services. The very excellent wheat crop afforded a source of profit to such dealers as were located in wheat territory and bought on a margin recognized as a reasonable profit by the Food Administration.

The oat crop has been handled under conditions that yielded fair profits to those who persisted in the purchase of it on a fair basis.

The corn crop has been very disappointing in the matter of yield, besides which the extreme high prices of hogs, guaranteed by the Government, induced many farmers not only not to sell corn, but to buy all they could, which has resulted in very little corn coming into the market for shipment and the prospects for future receipts are not encouraging. A few dealers entered into an active effort to buy corn and sell to farmers and they have succeeded in accomplishing something along that line that has helped them keep the wolf from the door.

The very large acreage of winter wheat planted and the excellent conditions it is now in gives promise of a good wheat crop for this year and let us hope the Grain

Dealers will all realize the cost of handling wheat and buy it on a margin that will justify a profit.

**Profits:** Under the new schedule of profits permissible under the Grain Corporation's rulings, of 3% net profits on the gross sales up to \$300,000, then 2% on the gross sales above that amount, each dealer should be able to realize a fair return. Such a buying basis will have to be from 9 to 11c per bu. gross profit if wheat remains at the present price. The guaranteed price of wheat will stabilize values for this year. While dealers generally would much prefer to handle on an independent basis without restrictions, there are advantages in the stabilized prices if buyers will count the actual cost, then take the net profit of 3% above that. If they will receive and purchase strictly on grade, they will be in a very advantageous position, but if they continue to buy "mine run" stuff, as many have been doing, and follow every scooper that makes prices, they will make no profit. It has often been said by experienced and capable dealers that the grain dealers, themselves, were their own worst enemies and that if they would buy grain on a reasonable margin and quit carrying a chip on their shoulder, their business would be not only respectable but profitable. Can we hope for that condition this year, or shall we still find our fellows simply after their competitors' scalps and drawing profits from the farm bank and other lines of business to keep the elevators open.

**Cost of handling grain:** Mr. Crabbs showed you last summer that it actually cost over 5c per bu. to handle all kinds of grain, associated together, without allowing the full loss on account of shrinkage. If it costs over 5c, actual cost, to handle wheat, then you are permitted to take a net profit of 3%, don't you see at once that you have a cost of over 11c per bu. How many of you believe these figures and how many of you think you can so operate your plants that a like profit might be realized.

One of the real duties of a grain man, as well as other merchants, is to furnish an actual service to the community and we think a man that spends \$15,000 to \$30,000 in the erection of an elevator and keeps it open the year around, performs a distinct service and no well informed and patriotic citizen will deny him the right to a fair return on the investment and the service, if he only learns what margin it requires to provide this return. We urge you to count the cost and don't hesitate to inform your trade on that subject.

**Under the regulations** that have obtained during the past year, men were prohibited from speculating in wheat and we presume that will be the case so long as the Government finds it necessary to regulate the business. Now, if you are not permitted to speculate or hoard wheat, you must have a wider margin for handling, since your cost and profit must all come out of that margin.

**Local meetings:** We have not been able to hold as many local meetings during the past year as usual, particularly during the fall and winter. This dreadful scourge of influenza prevented our attending meetings and some we called were cancelled on account of local health regulations.

The Ass'n's representatives this year should follow up that phase of the work, and since the new oats grades will be effective in time for the new crop, a campaign of education should be conducted as vigorously as possible.

**Arbitration:** We have not had a single case for arbitration during the year. A few were threatened, but the parties got together and settled. We take some pride in calling the attention of our members to the fact that the Indiana Dealers are very free from the arbitration habit, especially when we read the reports of some other states that have one or more arbitrations each week. We think a lack of arbitration cases is a credit to our people; tho we have all the machinery and it is ready for service.

**Claims:** We still maintain a Claim Department for our members and during the past year we have filed and caused to be settled many claims, principally for shortage. We believe the entire membership would do well to identify themselves with this branch of our work.

**Membership:** We are pleased to report an actual net gain of 35 members for the year:

Number of members Jan. 15, 1918, 350; new members, 64 shippers, 6 receivers; total, 420.

Dropped out a/c non-payment dues and sold out, 32 shippers, 3 receivers; total in good standing, 385; 302 shippers, 83 receivers; 104 additional stations. This gives us the largest membership in the history of the organization.



The report rendered by Treas. Bert A. Boyd, Indianapolis, verified the figures in the financial statement given in Mr. Riley's report.

Pres. Taylor appointed the following committees:

Resolutions: H. H. Deam, Bluffton; E. K. Sowash, Middletown; Wm. Bosley, Milroy; D. W. Donovan, Yorkton; John H. Shine, New Albany.

Auditing: Fred Heinmiller, P. M. Gale and Frank M. Witt, all of Indianapolis.

Nominating: A. B. Cohee, Frankfort; Geo. Shoemaker, Greensburg; Elmer Hutchinson, Arlington; John T. Higgins, Lafayette; J. J. Batchelor, Sharpsville.

## Income and Excess Profit Taxes.

Pres. Taylor introduced Mark D. Reinhart, trust officer of the Washington Bank & Trust Co., Indianapolis, who spoke on "The Income and Excess Profits Taxes, Regulations and Reports." Mr. Reinhart reviewed the important features of the 1917 law, which is still in force, but pointed out that as Congress is now working on a new law, and that reports on 1918 business must be made up under this new law when it is finally adopted, there may be some changes from the reports that were required last year. He said, however, that certain fundamental features will retain their force even under a new law.

That there is considerable probability of an increase in the rate of taxation under the new law is to be expected was one point made by the speaker, who reviewed the application of the general provisions of the law to individuals, partnerships and corporations. That individuals and partners are entitled to receive a reasonable salary from the business which they own and operate was stressed by Mr. Reinhart. He showed, however, that a salary so received must be included in the individual's own report of income.

Mr. Reinhart stated that repairs made to buildings, machinery and similar equipment used in the conduct of the business are to be considered as expenses, while additions and renewals are investments. The former are deductible in determining net income, while the latter are not. If the cost of repairing machines and buildings is deducted as expense, depreciation can not be deducted, he said. Accounts charged off can be considered as loss, and if any of the sum so charged off is recovered the entire amount is an addition to profits. Appreciation in value of buildings, machinery and stock is not to be figured, for the reason that no gain is considered to have been made until a sale of the commodity has been effected and its sale price received. Thus, an increase in the price of grain that may still be on hand is not a gain, unless and until the grain is sold.

A. J. Lambert, Beaverville, Ill.: If grain is on hand at the close of the year, how are we to arrive at our profit or loss?

Mr. Reinhart: The grain on hand should be inventoried at its cost price. Add to the inventory at the beginning of the year all purchases and deduct sales. The remainder should be the gross profit.

A Dealer: Suppose a business which cost \$50,000 is being conducted by an individual. He incorporates for \$100,000. Is the additional \$50,000 of stock to be considered a profit?

Mr. Reinhart: No. It will not be a profit until the stock is sold. He has

simply traded his interest in the business for \$100,000 worth of stock.

A Dealer: How shall we consider storage charges on unsold grain?

Mr. Reinhart: As an expense.

A Dealer: What is a correct rate of depreciation?

Mr. Reinhart: That must be decided upon the circumstances of each case. It depends upon the life of the building or machine under consideration. If we may assume an elevator that will last 25 years, it would be proper to charge off 4% of its value each year.

Mr. Lambert: Could one deduct 4% one year and 6% the next?

Mr. Reinhart: If you can show a cause for the increase in depreciation it could be done.

A Dealer: If it depreciates 4% the first year it certainly depreciates more than 4% the next year.

Mr. Reinhart: That is true, but it is assumed that if the same rate of depreciation is used in your figuring you are going to continue to use the same value throughout the entire period. In putting in a new machine the amount of the investment is the cost of the machine plus the cost of installing it.

Elmer Hutchinson: Where are we to get blanks for reporting the names of employees who receive more than \$800 per year?

Mr. Reinhart: The same place where other report blanks are obtained. You must ask for these reports. The government is not expected to go to you; you are expected to go to the government. In the county and township the taxes are collected from you by the proper official; in the case of government taxes the duty of paying the taxes is placed upon you.

P. E. Goodrich, Winchester: Reports are due March 1. Some companies have a fiscal year in their business and will desire to make reports at the end of that fiscal year.

Mr. Reinhart: They may do so if the consent of the Collector of Internal Revenue is obtained.

Mr. Goodrich: If a machine, say a sheller, which was put in last year is destroyed this year by an accident, is the cost of a new one, an expense or an investment?

Mr. Reinhart: My guess is that it is an investment.

Mr. Goodrich: Suppose only one-half of the sheller must be replaced?

Mr. Reinhart: It is a repair, and an expense. Every case must be decided on its own merits.

The report of the auditing committee was read by Pres. Taylor. The committee reported all accounts correct, and the books well and neatly kept.

## Fire Insurance.

J. J. Fitzgerald, ass't sec'y Grain Dealers National Mutual Fire Insurance Co., Indianapolis, spoke on the subject: "Fire Insurance; Its Relation to Present and Future."

Mr. Fitzgerald said that he had been much interested in the talk about 4% depreciation during the discussion led by Mr. Reinhart, but that if he were to suggest depreciation of 4% while adjusting the loss of an elevator he would be met with a shotgun. [Laughter.] After reviewing the origin and earlier application of the principle of fire insurance, Mr. Fitzgerald spoke upon the appalling losses caused each year by fire in America. He said that losses have run about \$250,000,000 each year, and that this is about 55% of the premiums collected. Losses have increased from about \$235,-

000,000 in 1914 to \$317,000,000 in 1918, in spite of the fact that during 1918 a constant and vigorous effort was being made in every direction for conservation.

That the cost of this loss is paid by those who buy fire insurance was pointed out forcibly by Mr. Fitzgerald, who said that "pouring coal oil upon a sluggish furnace fire is typical of the American people," who like to see a big fire. In his 17 years' experience adjusting fire losses, Mr. Fitzgerald said he had never seen a man who would take blame for a fire.

Mr. Fitzgerald touched upon the provision in many railroad leases which make the lessee liable for losses caused by the negligence of the railroad's own employees. He said that he does not believe any individual or railroad should be relieved of responsibility for his own acts.

In the matter of elevator destruction, Mr. Fitzgerald said that in the past 3 years he has not been able to find one elevator that was burned by German agents, while 250 to 300 elevators burned each year.

Mr. Fitzgerald read portions of the lease being made by the Wabash with the sanction of the Railroad Administration and said that, in connection with that portion which requires the lessee to submit the lease to the insurance company carrying his risk and gets its signature to it, that his company has not and will not sign such a lease.

The report of the committee on legislation was made by P. E. Goodrich, Winchester, chairman.

Mr. Goodrich reviewed the Railroad Lease Bill, which had been introduced in the house, where it is known as H. B. 29, and urged that members of the Ass'n ask legislators to use their influence in having the bill adopted.

H. B. 30, the Weighmasters Bill, to legalize weighmen at elevators was taken up by Mr. Goodrich, who showed that the passage of the bill would provide a means for legalizing weights obtained at country elevators, thru a system of supervision and inspection of scales and



Bennett Taylor, Lafayette, Pres. Indiana Grain Dealers Ass'n.



the official recognition of weighmasters, and he urged the activity of members in pressing that bill for passage.

With respect to the Director General's Order No. 57, Mr. Goodrich said that all dealers should ask their Senators and Congressmen to endeavor to have that order rescinded. He said that he believes it to be the present policy of the railroads to put on many rules that we will find it difficult to get rid of when the railroads go back to their owners.

#### Cooperation of Grain Dealer and Farmer.

E. E. Elliott, Muncie, read a paper on "The Importance of Closer Co-operation of Grain Dealers and Farmers." Mr. Elliott styled the present as an unusual time, when the mettle of the business American is sorely tried. He insisted that government ownership should be consigned to the scrap heap, and that real patriotism and individual initiative should take its place. Small organizations for direct buying and selling have cut some figure in the past, he said, and they may continue to do so in the future, especially in feeding operations, but he pointed out that the Grange, the Gleaners and the American Society of Equity have come and gone because they failed to meet the real need of the farmer. That markets are absolutely essential to the development of a farming community, and that problems of transportation, grading of grain, etc., can only be met by men who are trained in the work of handling grain were shown by the speaker, who voiced a wish that the fellow who is advocating direct buying and selling knew the injury he is doing the farmer. Those individuals, whom he characterized as "long on this stuff," are usually failures in business or out and out grafters who purpose to "skin" the farmer.

Mr. Elliott said, The marketer is not a producer, nor is the producer a marketer, but that each has his place and performs a very definite and useful service. He spoke of the farmer who always thinks his grain is as good as the other man's, and said that the grain dealer is just as guilty if he pays the No. 2 price for No. 3 grain as if he pays the No. 3 price for No. 2 grain. The grain dealer, he said, is not merely com'isn man, middle man or servant, but a co-operator in starting the grain on its way to feed the hungry.

J. F. Treasure, county agent for Delaware County, was called upon to speak upon the general subject of co-operation between farmer and dealer. He said that he had learned at the meeting something of the relationship which he, in his official capacity, should bear between the grain dealer and the farmer; and that every one in the community is entitled to certain rights which make it necessary that there must be give and take, trade and barter, between individuals. Co-operation, he said, to be complete, must be between all individuals and not only between farmers and grain dealers.

Mr. Treasure said that the county agent's work is supposed to be purely agricultural, but that it should not be so as he should be expected to work to assist all in the community.

Adjourned to 9:30 a. m. Wednesday.

#### The Banquet.

The visiting dealers were entertained at dinner at the Columbia Club on Tuesday evening by the Indianapolis Board of Trade. The guests began to assemble in the lobby at 6:30, and until dinner was announced at 7:30 there was time for the mingling of friends and the renewal and extension of acquaintanceships.

During dinner many musical selections were furnished by an orchestra, by lady soloists and by a trio of young men.

John Jordan, of Indianapolis, acted as toastmaster, and as the first speaker of the evening he introduced J. P. Shoemaker, of Galeville. Mr. Shoemaker gave a reading of James Whitcomb Riley's poem of query to Old Glory, in which the Flag is asked, and finally consents, to divulge the reason for that name by which it is known wherever Americans go.

John McCardle, Indianapolis, was the next speaker. He declared his opposition to government ownership of railroads, telegraph and telephone lines, which he described as a danger to good government and a step to remove opportunity from the reach of young people of the future. Touching upon the attempt of Mr. Burleson to raise telephone toll rates thruout the country, he said that it was the Governor of Indiana who started suit in the federal courts to resist the attempt.

P. E. Goodrich, Winchester, pres. of the Grain Dealers' National Ass'n, was called upon for an address. He asked that those of the Indiana Grain Dealers Ass'n who are eligible to direct membership in the National Ass'n give their support to the Ass'n by entering its ranks.

The principal address of the evening was delivered by Hon. J. P. Goodrich, Governor of Indiana, a grain dealer, before he became governor, and a member of the Ass'n. The address of Governor Goodrich dealt largely with matters of Indiana state policy, and especially to the present proposals to centralize additional power in the hands of the Governor. He went back to the time of the adoption of Indiana's constitution, and dwelt for a time upon the reasons for the provisions which had been made for the election by popular vote of certain officials whose offices it is now proposed to make appointive. Among these officials he mentioned specifically the state geologist, state superintendent of public instruction, and commissioner of banking. He asked that the constitution be amended along the lines which he outlined as a step toward economy and efficiency.

Bennett Taylor, pres. of the Ass'n, spoke briefly on the work of the organization, and proposed a rising vote of thanks to the Indianapolis Board of Trade for its very enjoyable dinner and entertainment. Needless to say 271 dealers quickly stood up.

Inasmuch as the Indianapolis receivers entertain the shippers twice each year, they must occasionally be put to their wits' ends for a change.

The novel departure this year, a real treat long to be remembered by the fortunate guests, must be credited to the Com'te on Arrangements, composed of C. B. Riley and E. K. Shepperd for the Indiana Grain Dealers' Ass'n and John Jordan, Bert Black and Wm. C. Hayward for the Indianapolis trade.

#### Wednesday Morning Session.

President Taylor opened the Wednesday morning session by announcing that Mr. Bassett of Morristown had stolen from his storage house, 10 to 14 bus. of Alsike clover seed, 6 sacks of English clover seed and 5 sacks of Timothy seed. Mr. Bassett offers \$200 reward for the apprehension of the thief and the recovery of his seed.

#### Dumps for Auto Trucks.

In the absence of those who had promised to address the meeting on the recon-

struction of elevators, scales, dumps, etc., to accommodate motor trucks, the President called for volunteers. Several spoke favorably to the installation of 10 ton truck scales, stronger driveways and approaches, and overhead dumps or windlass for elevating the front end of body or box of truck, so as to dump the bulk grain into the same sink used for receiving grain from wagons. It was pointed out that this arrangement was adapted to all trucks of different lengths and bodies of different sizes. The expense for the hinge attaching rear end of body to chassis, like the overhead windlass would be small and it could be installed at a minimum expense. It would expedite the unloading of bulk grain more than any of the make-shifts now in use.

Some dealers reported that they were now receiving more grain from trucks than from wagons.

Mr. Van Dorst, Indianapolis: This entire subject has been discussed pro and con thruout the country. At present the only practical way to handle trucks is by means of overhead lifts. In my opinion such a lift can be used best with the hinged truck body, as it is not practicable to lift the entire truck by hitching to the front axles. The use of a 10-ton auto dump scale in an elevator is an impossibility because of the depth of dump sink that would be required. A scale of that kind must be placed outside the driveway. For these reasons I think a steel overhead dump or lift, with two rollers, is best.

J. J. Fitzgerald: A Kansas contractor said recently that he is making dump openings about twice as wide as the ordinary opening and installing a power shovel in the driveway. One end of the rope or cable operating the shovel is fastened solidly to some support. When a truck drives over the dump the shovel is placed into the grain and the truck is started. That causes the shovel to push the grain out of the truck body. I desire to remark that this subject has been discussed from every standpoint except that of insurance. Taking a truck into an elevator without permission might void the policy. You should get permission to take trucks into the house before you do it. In any case, the motor should be examined closely to make sure there are no leaks and that it is not overheated.

A Dealer: Many can not put in new scales, but uneven approaches cause much jamming of scales by trucks. The approaches should be not more than ¼-in. out of level with the platform for a distance of at least 10 feet.

#### Grain Doors for Big Four Shippers.

George James, acting sup't of freight transportation for the Big Four Railroad, was introduced by Pres. Taylor to speak on the care of grain doors.

Mr. James said that many of the country elevators do not preserve grain doors properly, often piling them up against the house to the exposure of rain and sun. He admitted that the grain dealer can not be expected to care for and store doors, but said that often they are used for purposes other than that for which they are intended, many of them being cut up for use in covering cracks and for other purposes connected with cooping. "We furnish burlap for covering cracks," he said, "and the doors should not be torn up."

Grain door expenses of the Big Four in 1918 were, in round number, \$150,000, according to Mr. James, and about one-third of this he estimated was for Indiana. Difficulties experienced by the railroads in obtaining good grain doors were



mentioned by Mr. James, but he said they endeavor to get the best possible. Estimating that one-half of their 600 stations are grain handling points, he said that the loss of only one grain door at each station amounts to considerable in the aggregate.

A plea for the co-operation of the grain dealers was made by Mr. James, who said his company is willing to meet the shippers half way in the matter.

A Dealer: What revenue do you get from grain originating on your line?

Mr. James: I can not answer that definitely, but it probably runs up into several millions.

Mr. Stall, Thorntown: Our experience with the company represented by Mr. James causes us to remark that we wish we had some grain doors to take care of. We furnished material for cooping cars at two stations and our claim is still pending. If burlap was ever furnished it was by the shipper. It is only a theory with the railroads that they furnish it. The shipper must tear up grain doors in cooping, or buy lumber for the purpose, or not load the cars.

Mr. James: I admit that it is probably correct that not all stations have been furnished doors, but we have not always been able to obtain material for making them. We will furnish burlap, and if it is not on hand the local agent can get it by making requisition.

Sec'y Riley: There is no provision in your tariffs for making payment for cooping material purchased by the shipper. But in Indiana there is an order of the Public Service Com'n requiring railroads to instruct their local agents to buy material when it is not on hand. Have you practiced it?

Mr. James: I don't know.

Mr. Riley: Do you see any objection to doing it?

Mr. James: Not if such an order is in effect.

Mr. Riley: Do you see objection to it as a business proposition?

Mr. James: No, as a business proposition I think it is fair.

Mr. Riley: There is such an order. And to the dealers I will say that if grain doors are not furnished, and the local agent will not buy material, the matter should be taken up with the Public Service Com'n. As an alternative, have the local lumber dealer supply the material, and have him make claim against the railroad for its value. They will pay him, but they will not pay the shipper if he makes the claim.

A. E. Reynolds, Crawfordsville, chairman of the legislative com'tee of the Grain Dealers National Ass'n, and member of the grain trade's Advisory Com'tee appointed for consultation with the Food Administration, was introduced by Pres. Taylor to speak on "The Food Administration, and Grain Corporation; Its Present Status and Future Purposes." After recounting the circumstances connected with the organization of the Food Administration and the Food Administration Grain Corporation, Mr. Reynolds said:

## Food Administration.

I approach this subject with fear and trembling because of its tremendous importance and its various ramifications.

The Food Administration itself will expire automatically with the final conclusion of peace, but of course it will take a long time after that to wind up its affairs, and some provision must be made for doing that.

The Food Administration Grain Corporation is a different proposition. Created by a special act, it does not expire with peace, but can be continued by the President so long as a need for it exists. I may say here

that those of us who have studied this matter want the Corporation to handle the government guarantee on the 1919 wheat crop. I think it not wise to make a change when you may get an agency that has some little tinge of socialism and that is non-experienced in the handling of this business. You have tried the Corporation and not found it wanting. To be sure I realize it is impossible to control such a thing as the grain business without trampling on some individual's toes, but on the whole it has been fairly satisfactory.

I do not know where we stand on handling wheat. The guaranteed price was extended by the President under authority conferred upon him by Section 14 of the Food Control Act. There is a difference between the 1918 price and that which has been guaranteed for 1919, in that for 1919 the price to the farmers is to be "reasonable," based on stipulated prices at certain centers, the price at the centers being the same as those of 1918. The 1919 price will thus start at the centers and work back to the farmer (where the price paid must be a reasonable one), while in 1918 you started at the farm and worked in the other direction. Therein comes most of your trouble. As you must start at the centers with a stipulated price, and work back to the farmer and toward a reasonable price at your elevator door; and as freight, commissions, etc., are fixed, you are even more interested than you were last year, and the government will be even more inquisitive as to how much profit you take. I feel like the country dealer is between the upper and nether millstones.

**Profit Investigation:** You will be interested in knowing the result of the investigation of profits. You will remember that the Grain Corporation asked the Advisory Com'tee to report what in its judgment would be a reasonable margin of profit. You understand we were not asked to establish a definite margin of profit, but only a reasonable one. The Corporation did not sanction our final report, which was opposed to the consideration of profits on specific or individual transactions, and the final conclusion was that the Food Administration and the Grain Corporation would recognize as not unreasonable net profits of 3% on an annual turnover of \$300,000 and 2% on turnover exceeding \$200,000. It may be that profits less than those figures will be considered profiteering in some quarters, but if your profits do not exceed those percentages you will have between you and prosecution the strong bulwark of the Food Administration and the Grain Corporation.

I call your attention to the fact that when the Food Administration expires you will fall into the hands of the Federal Trade Com'n, which may be jumping from the frying pan into the fire.

**The Future:** We must make good the guaranty to the farmers, of course. If we handle the wheat as we did last year we will face the problem as to whether the people will stand for keeping up the price of bread in order to pay the farmer that price. Everybody says they will not. Two policies are open to us: high priced bread and small loss to the government, or low priced bread and a large loss to the government.

We are going to have some wheat left over from the 1918 crop. We had exported 138,000,000 bus. up to Dec. 27. Since that time we have exported little, but it will be unusual if we export another 100,000,000, so that we cannot expect the total exports on the crop to run much above 240,000,000. If we produce 1,250,000,000 bus. in 1919 and use 600,000,000 bus., the total carryover in June, 1920, may run as high as 610,000,000 bus.

One of the important things to remember about this matter is that if we permit the 1919 crop to work to the basis of a world price, making up the difference between that and the guaranty to the farmer, there will arise the necessity for some one to take care of the carryover from the 1918 crop at the time when the transition is made from 1918 to 1919 prices. It is impossible to have two prices of flour and if we may say for example that the price of wheat will drop from \$2.25 per bu. to \$1.25 per bu. some time during the spring there is \$1.00 per bu. which someone or some agency must carry. The mills are not disposed to do it, and it resolves itself for them into the problem of figuring out the day on which they must stop grinding \$2.25 wheat to avoid being caught with flour from that wheat on hand when the flour price drops to the basis of \$1.25 wheat. One very prominent miller has estimated that there must be in transit between miller and consumer a total of 50,000,000 barrels of flour at all times. Somebody must carry that flour when the transition

from 1918 to 1919 wheat prices takes place, assuming that 1919 wheat prices will be the world price based on supply and demand. Who will do it?

Reverting to the carryover which we may have into 1920. Let me say that in my judgment one of the most dangerous things that can happen is an overproduction. So far as foodstuffs are concerned, the only equal is famine, and famine can be relieved whereas an over production can not always be coped with. I consider the scarcity of 1917 preferable to an over production with nothing to do with the grain.

And we must remember that Australia, Argentine, India, Algiers and Canada will furnish much wheat to Europe. Already Europe is figuring on wheat from those countries, and we are holding the bag in a measure. Let me disabuse your minds, too, of any belief that we can force Europe to take our wheat. We can do nothing of the kind. Mr. Hoover is over there now, and he may do some good in inducing them to help us make use of the wheat we will have, and if he succeeds that will help some, but we cannot force this.

**Work of Advisory Com'tee:** The Advisory Com'tee has been called upon to help work out some solution of these problems. The com'tee met last week and prepared a report.

We are not able to see how the government can make good the guaranty without stabilizing the price for next year in some manner, and we believe the price should be as cheap but not cheaper than the world price. One miller has said he would not be surprised to see 75c wheat, and that even 50c wheat would not be impossible. We can see no way to handle the expected surplus except to put the trade on a normal basis, open the exchanges, etc., giving the government an appropriation of money sufficient to buy wheat when necessary to stabilize the price, at the same time using stimulating influences abroad to increase exports as much as possible.

If the natural laws of supply and demand are operative, the United States holds the whip hand on the surplus wheat and that may help us out.

**Recommendations:** I am not divulging any secrets when I say that the recommendations of the Advisory Com'tee include the following features which we deem important: First, that legislation authorize powers broad enough to cover the possibility of turning the business back to the grain trade with some provision for settling with the grower on the guaranteed price. Under this there should be the following workable features:

a.—The President should be directed to enter into agreements and to provide agencies necessary for making the transition from the 1918 price to the 1919 price.

b.—The President should be directed to adopt measures to stabilize prices.

c.—If exchanges are not opened, guarantees must be extended to cover the grain dealers and millers as well as farmers.

d.—There should be no export restrictions that will interfere with American participation in world trade.

e.—At the Peace Table so called "favored nation" treaties should be abrogated.

f.—Wheat and wheat products should be protected by countervailing duties.

Second.—Only wheat and wheat products should be included in the legislation.

Third.—A sum not less than \$1,250,000,000 should be appropriated to care for the guaranteed price.

**Prompt Action Needed:** These matters must be disposed of in a comparatively short time, because in May new wheat will begin to move in Texas. This Congress will end on March 4, and the President may not see fit to call an extra session of the new Congress.

Millers have shown very definitely they will get out from under the transition, unless relief is provided, by closing their mills. They can't be blamed.

The grain dealer must be out from under when the time comes to determine who owns the 1918 wheat that will be held over.

Of course we will work these things out, but it may entail hardships on the miller, the grain dealer and the consumer. It will not entail the least hardship on the farmer. In my judgment if we had allowed wheat its own way after taking care of ourselves and the world during the short crop of 1917 the government would have got out much more cheaply and the farmers would have received more money.

Carl Sims, Frankfort: No matter what plan is adopted the grain dealer must prove how much he pays for wheat and why he pays that price. He must study the cost of doing business, grading,



etc., and he must grade *strictly* according to the rules. He must be prepared to *prove* and *not guess*.

Mr. Reynolds: They will be investigating the grain trade for the next five years.

P. E. Goodrich: It seems to me this transition from the 1918 to 1919 price could be easily made as the government and the mills will own practically all of the 1918 wheat on say May 1. Little of it will be in the hands of the farmer or the grain dealers.

Mr. Sims: They might accept the proposition that has been made and settle with the Northwestern farmers and stop the sowing of spring wheat.

Mr. Reynolds: That is almost impossible and we might put ourselves in position for a calamity to overtake us if we should do that and then the winter wheat crop should fail. And, how would the railroads, elevators and mills of the Northwest be settled with? Gentlemen, I don't see any way except for the government to say: "We made a bad bargain, go to it, we will pay you!"

One dealer asked Mr. Reynolds the question, What of a dealer who sold more No. 2 wheat than he bought?

Mr. Reynolds: I do not know, but I anticipate that all records of grain dealers will be investigated. If your profit is within the limit of 3% on \$300,000 or less annual turnover I think all would be well. The question will arise as to how you arrived at the grade. I see no reason why the dealer should not follow the government rules in grading wheat.

Mr. Ashpaugh: Can not the dealer improve the quality by handling?

Mr. Reynolds: Certainly it should be allowed, but no man can foresee what the government is going to do.

P. E. Goodrich: What do you think of our resolution on a method for handling the 1919 wheat crop, Mr. Reynolds?

Mr. Reynolds: I think the general feeling is that settlement should be made as near to the farmer as possible and that all the rest of the grain trade should be turned loose.

Mr. Goodrich: Why not settle on May 1 with all those who have wheat; let us pay the world's price and give the farmer a statement showing how much we bought and let him file that statement with the government?

Mr. Reynolds: I agree with you largely, but it would be very difficult to handle and the plan would require much policing—about one policeman to every three farmers. Another plan is to have the farmer and thresherman make a sworn affidavit of the quantity threshed, and make those figures the basis for the quantity he has to sell to prevent fraud.

Mr. Goodrich: That plan could be followed somewhat farther by letting the government pay the farmer the difference between the world price and the guaranteed price and leaving the wheat on the farm to be moved when the farmer gets ready to move it.

Mr. Reynolds: What would be the world price on which settlement would be made?

Mr. Riley: Work out a basic price. Issue an order compelling dealers to use government rules in grading. Require national banks to cash certificates showing what each farmer is entitled to.

Mr. Goodrich: The point I want to make is that the plan, whatever it is, should not tie up the grain dealer to handle the matter. He has enough to do already.

O. J. Thompson, Kokomo: It is time

to ease up on the grain man a little. There might be fraud practiced under the plan outlined by Mr. Goodrich; but let the farmer who is getting the cream go to the trouble of collecting it.

Pres. Taylor read a telegram from John H. Morrow, Wabash, a member of the Board of Managers, saying that owing to the death of Mrs. Morrow's mother he could not attend, and expressing his wishes for a successful convention.

#### Transportation Service.

Chas. A. Ashpaugh, Frankfort, spoke briefly on the subject of "Transportation Service." Mr. Ashpaugh did not attempt to go deeply into the subject, but in mentioning the censure which has sometimes been heaped on the head of the local station agent for his failure to furnish cars when they have been ordered, he asked the question: How do we know that word may not have been passed out by the Food Administration to hold back cars at times when they were not able to handle the grain?

The report of the Com'te on Resolutions was read by D. W. Donovan in the absence of Chairman Deam, and the following resolutions were adopted:

#### Resolutions.

##### Oppose Increased Wire Rates.

WHEREAS, The long distance telephone rates have been ordered by the Postmaster-General, advanced about 25% on both state and interstate service, and

Whereas, The Public Service Com'n of this state has jurisdiction over the service within the state and has already taken steps toward filing a suit in the United States Court to enjoin the telephone companies from putting into effect the schedules for long distance service on intra-state business.

Therefore be it resolved, That we concur in the views of the Com'n as to the importance of this step and endorse the same.

##### Vacancies on Board of Managers.

Whereas, Membership of the Board of Managers is composed of busy men who cannot at all times attend the board meetings and some are at times incapacitated by sickness and absence from home, therefore be it

Resolved, That the By-Laws be so amended as to authorize the members of the board in attendance at any meeting, where some member or members are absent, to fill the vacancy by the selection of some other member of the Ass'n to sit in conference and discharge the duties of a member thereto, and that the expenses of such substitute member be paid the same as if he were a regularly elected member of the board; that such member thus selected shall not hold the place after the absent member has returned.

##### Favor Railroad Lease Law.

Whereas, House Bill No. 29, introduced in the General Assembly of the State of Indiana, relating to railroad leases and rentals for same, is of such importance to the grain and other interests, we urge the passage of this Bill, and

Whereas, Many grain dealers and others are tenants of the railroads in matters of ground leases that are not reviewable by any authority, and

Whereas, Such leases should properly be recognized as providing a service to the public by a common carrier and should be under the same general supervision of the Interstate Commerce Com'n and the Public Service Com'n as other forms of service are, Therefore be it

Resolved, That we respectfully ask the Grain Dealers National Ass'n to cause to be introduced in Congress, a proper measure to provide for a law empowering the Interstate Commerce Com'n to take jurisdiction of the matter of leases and otherwise supervise this branch of service to the end that all renewals of leases, as well as that whole service, be reviewable by that tribunal upon proper petition from interested parties.

##### Endorse Weighmaster's Bill.

Whereas, House Bill No. 30, pertaining to official weighmasters and the appointment of such officials where desired, is of such merit and importance to the grain and other interests of the state, we also urge the passage of this bill.

#### Opposed to Order No. 57.

Whereas, The United States Railroad Administration has promulgated R. R. Administration Order No. 57, relating to grain claims and seems thereby to impose upon the shipper the burden of showing affirmatively that the loss or damage is the direct result of the carrier's negligence and certain losses, viz., Grain Door leaks are prima facie, due to improper cooping of the cars by the shipper, all of which is a reversal of the rules of law and subversive of the shipper's interest, Therefore be it

Resolved, That we favor the abrogation of said Order 57 and are opposed to any order, rule or regulation that tends to deprive the shipping public of their legal rights as established by statute or recognized by common law.

#### In Memoriam.

Whereas, Divine Providence has removed friends and loved ones from the homes and families of our members in great and distressing numbers, the names of whom are not all made known to the members of the committee, Be it

Resolved, That we do here and now express our sincere sympathy to the families and friends of the departed ones and the Sec'y is directed to write each party on behalf of the Ass'n a letter of sympathy as rapidly as the names can be ascertained, a part of whom are as follows: Samuel J. Jenkins of Lebanon; Clarence S. Pierce of the Pierce Elevator Co., Union City; Robert Porter, Cicero; B. O. Barnes, Manager of the Union Grain & Coal Co., Anderson; C. M. Barlow, Kokomo; and also Mrs. George C. Bosley, beloved daughter of our Sec'y, Chas. B. Riley; Mrs. J. A. McComas, wife of J. A. McComas, Indianapolis; and the mother-in-law of Mr. Riley.

#### Plan for Handling 1919 Wheat Crop.

Whereas, The Food Administration, Grain Corporation, is seeking a solution of the problems incident to the government's guarantee of wheat prices for the 1919 crop, and

Whereas, We have been solicited to suggest plans for consideration by the Grain Corporation in its efforts to solve the problems, Be it

Resolved, That we favor the plan that will permit the grain and milling trade to buy and sell wheat on a competitive basis, governed by the legitimate rules of supply and demand, and it is our opinion the plan when worked out should provide for the payment through proper agencies in each county, such as national and other banks, of the difference, if any, between the price actually realized by the farmer and the basic price they should be entitled to under the government guarantee; that this payment should be made upon properly authenticated certificates issued by licensed buyers, and that provision should be made for payment as near to the producer as possible.

Resolved, That it is the sense of this convention that the proper governmental authorities should provide reasonable storage or other guaranteed compensation to farmers for withholding from the market surplus stocks of wheat that might, if moved rapidly, from the threshing field as they have under fixed prices, cause a congestion of stocks in terminal and other markets; Provided, however, if the authorities provide for the unrestricted price and movement of wheat on a competitive basis governed only by supply and demand, and if the storage of wheat for indefinite and unrestricted periods of time is provided for or permitted, there will be no necessity for providing specific compensation for the farmers as the price, unrestricted and unregulated, will doubtless fluctuate and ultimately advance sufficient to justify the farmer in holding his surplus in anticipation of compensatory profits, as the result of the unrestricted operation of the rules of supply and demand.

Resolved, That the Sec'y is hereby instructed to transmit a copy of the foregoing resolution to the Food Administration Grain Corporation and to A. F. Reynolds as a member of the Advisory Com'te of said Corporation and a copy to Hon. Asbury S. Lever, Chairman of the Com'te on Agriculture, of the House, before which com'te certain measures involving the subject matter of these resolutions is pending.

#### Disposition of War Fund.

Whereas, The grain dealers of this state responded with a degree of liberality to the call for a War Fund, with which to pay the expenses incident to our maintenance of a representative of the grain and milling interests in the office of the Food Administration, and

Whereas, There seems to be no longer any need of such representation and a balance of \$659.17 remains unexpended, which



equals about 45% of the amount contributed by each, and

Whereas, This unexpended fund belongs to the contributors and is now subject to their order; either for a refund to each or other disposition. Therefore be it

RESOLVED, That it is the sense of this convention that the Secretary and Treasurer be directed to dispose of this matter in the following manner:

That such fund pass into the General Fund of the Ass'n, and that the Secretary shall be instructed to ask the consent of each contributor for such disposition.

The report of the Nominating Com'ite was read by John T. Higgins, and the following officers were unanimously elected:

Fres., Bennett Taylor, Lafayette; vice-pres., H. W. Reiman, Shelbyville; Board of Managers, P. E. Goodrich, Winchester and N. O. Davis, Michigantown.

Short talks were made by Pres. Taylor and Vice-Pres. Reiman, in which each thanked the Ass'n for the honor shown in election to their respective offices.

Adjourned *sine die*.

## Convention Notes.

A. L. Hess came from Cincinnati, O. George Dunn represented Philadelphia.

Registration the first day totaled 277.

J. A. A. Geidel, of Geidel & Leubin, came from Pittsburgh.

O. P. Hall represented E. A. Gruggs Grain Co., of Greenville, O.

Baltimore was represented by H. E. Elgert, of J. A. Manger & Co.

P. G. Hunker, Jr. was there representing the Kennedy Car Liner & Bag Co.

Chicago receivers were represented by R. W. Carder, of Hitch & Carder; John M. Foglesong, of C. H. Thayer & Co.; Sam Finney, of Sam Finney & Co.

Illinois Shippers who came were: Frank Jones, Ridgeway; A. J. Lambert, Beaverville; C. R. Mitchell, Ashmore; C. B. Spang, Georgetown; Elvis Weathers, Newman.

The Ass'n has a total of \$1,504.44 invested on a \$2,000 subscription to Liberty Bonds. This represents payments in full on some bonds, and partial payments due to date on other bonds.

The Grain Dealers Fire Insurance Co. furnished the identification badges, and C. B. Sinex, of that company, presided over the registration, with B. F. Leib and R. J. Steffen as assistants.

The weather man seemed determined to help all he could. The agreeable temperatures which he furnished thruout both days made it possible to have radiator valves closed and the windows wide open.

Toledo representatives were H. W. Applegate; C. O. Schaaf; C. W. Mollet; C. E. Patterson, of John Wickenhiser & Co.; Joe Doering and John W. Luscombe, of Southworth & Co.; Wm. W. Cummings and Jos. A. Streicher, of J. F. Zahm & Co.

Buffalo receivers were represented by H. T. Burns, of the Burns Grain Co.; J. G. McKillin, representing Dudley M. Irwin; F. J. Schonhart, of the Electric Grain Elevator Co.; I. W. McConnell and E. E. McConnell, of the McConnell Grain Corporation; H. F. Keitsch, of Pratt & Co.; J. J. Rammacker; Thomas H. Jenkins, of the Smith-Jenkins Grain Corporation; Jarry J. Hannon; and H. H. Richardson, of Whitney & Gibson.

The manner of making up the program was an innovation. Subjects to be discussed were set out, but no speakers names were printed. Pres. Taylor called upon some one to open the discussion,

## The Future of Wheat Control.

BY W. H. PERRINE.

I have just returned from a week's trip to Washington, considerably in doubt as to the prospects of having an open wheat market and of an early removal of the Government's restrictions on the grain trade. Congress will soon be considering a bill, probably drawn along the same lines as the present Lever Food Bill (which expires with the signing of peace), granting the president full and ample power to carry out the government guaranty to the producer on the 1919 wheat crop. This bill will carry an appropriation to cover the expense of this operation. It is absolutely necessary that the bill, in some form should be passed before March 4th, when the present congress expires, otherwise serious complications may arise. Whether the president will designate the Grain Corporation or some other agency to carry out the same plan as was used in the 1918 crop, or turn the wheat business back to the grain trade, giving us an open and unrestricted market, no one knows.

The Government must keep its promise to the farmer, and see that the producer in some way receives the guaranteed price. This seems to be the unanimous opinion in Washington. They will not consider any suggestion even to prevent profiteering by the winter wheat farmer in seeding an enormous acreage of spring wheat, to the detriment of all coarse grains and a subsequent material reduction in the number of hogs and cattle fed, which will mean still higher prices for meats.

The most important thing for the general welfare of this country, is to have a material reduction in the high cost of living; that the consumer should be able to buy his flour and wheat on the same basis or price as exists in other surplus producing countries of the world. To accomplish this, the government must take its loss on all the wheat that is consumed in this country as well as on the surplus that is exported. If it doesn't, I feel it will be largely responsible for one of the most serious labor uprisings coupled with all the evil practices of socialism, anarchy and bolshevism that this country has ever seen.

Our government entered into a big speculative deal in wheat, the biggest the world has ever known. We won the war sooner than we anticipated and now find

our market slipping away from us, our competitors, Argentine and Australia, underselling us. Our allies and the neutrals are already rushing their ships to these countries to secure the cheapest wheat. We are left holding the bag. We have a tremendous corpse on our hands to bury, not only the enormous prospective 1919 crop, but a considerable stock of the 1918 crop in store owned by the Grain Corporation and the surplus still on the farms—an exportable surplus much more than the world can consume by June 1, 1920.

The history of speculation clearly indicates that the wisest and most economical thing to do in such a crisis, is to take our loss as quickly as possible and not attempt to force the situation. Detailed plans could undoubtedly be worked out to prevent our domestic markets declining seriously below a world's supply and demand basis. We should not expect to do better. It is most desirable that the Government should deal direct with the producer in paying him the difference between what he receives for his wheat and the guaranteed basis. It puts us immediately on a pre-war basis of merchandising our crops. No serious criticism of the grain trade could be made and we would pass in 1920 from the old to the new unguaranteed crop with no material fluctuation in price.

Grain dealers who are in harmony with the ideas here expressed, or agree with the main idea of preventing bolshevism spreading thruout this land of peace and plenty should immediately get busy and discuss it freely with banker, friends and customers. Write their representatives, in Washington, as I find they have not as yet given this question much, if any, consideration. They know little of the value of the grain trade, with its open markets, etc., to the economic welfare of the country. They are just beginning to realize the great danger confronting us in the spirit of unrest that is rapidly spreading among the fast increasing army of unemployed and the big problem of finding adequate employment for our boys returning from France and our cantonments. Impress upon them the desirability of the government's not continuing in the grain business, with its big speculative risks, of putting a stop to continuing such bureaucratic power after the war is over. Don't leave it to someone else to arrange these things. *Do your part and do it quickly.*

and when he had finished every dealer was given an opportunity to speak about the subject under consideration. This gave an opportunity for some one to promulgate the slogan that "Every Hoosier can make a speech," and he can.

Indiana Shippers present included: C. A. Ashpaugh, Frankfort; J. L. Armstrong, New Albany; Wm. Bosley, Milroy; J. J. Batchelor, Sharpville; R. W. Baker, of Crabbs Reynolds Taylor Co., Crawfordsville; H. M. Brown, Kingman; W. C. Babcock, Rensselaer;

H. C. Clark, Tipton; A. B. Cohee, Frankfort; D. E. Cox, Walton; M. L. Conley, Frankfort; John E. Deaton, Sidney; H. H. Deam, Bluffton; E. E. Elliott, Muncie; F. G. Fox, Manilla; C. E. Gregg, Lowell; F. E. Hartley, Otterbein; Elmer Hutchinson, Arlington; M. S. Hufford, Sedalia; A. E. Hartley, Lafayette; John Howell, Cammack;

Orval F. Johnson, Fowler; Otto Lefforge, Hillisburg; Etna Lefforge, Kennard; J. E. Loughry, Montmorenci; J. S. McDonald, New Albany; E. A. Morris, New Castle; T. K. Mull, Manilla; W. O. Neuenschwander, Berne; O. E. Powell, Boswell; John Powell, Fountain City; J. A. Rice, Frankfort; C. F. Reeves, Charlottesville; D. Stewart, Leroy; Frank Strange, Frankfort;

R. S. Stall, Thorntown; Carl Sims, Frank-

fort; E. K. Sowash, Middletown; J. P. Shoemaker, Galeville; Bennett Taylor, Lafayette; Edward Taylor, Montmorenci; J. C. Valentine, Franklin; J. A. Washburn, Remington; H. G. Wolf, Morristown; C. G. Wolf, North Liberty.

CUMIN, CARVI, ALPISTE, ARGAN, FENU-GREC, etc., may be imported from Morocco (French Colony of North Africa) as the exportation to the states is soon to be allowed. Freight charges will be of the lowest as goods will be shipped direct from Casablanca on American steamers.—M. A. Valpic, New York, N. Y.

Food and medicine to the value of \$1,700,000 are being shipped to Poland by American Poles and Polish Jews in America for the relief of their fellow countrymen, the goods to be distributed from Warsaw. They will be carried in the steamship Westward Ho from New York to Danzig and then up the Vistula by barges. The cargo comprises 2,500 tons of cereals, 1,500 tons of packing house products and a large consignment of vegetable oils and medicines.



## Council of Grain Exchanges Will Continue

The 10th annual meeting of the Council of Grain Exchanges was held in the Directors' Room of the Board of Trade at Chicago, Jan. 16. Acting-Pres. W. N. Eckhardt, of Chicago, called the opening session to order at 10:30 a. m., and announced that Sec'y J. Ralph Pickell had been called to Washington to make preliminary arrangements for a trip abroad which he is soon to make, and that in his absence J. M. Anderson would act as sec'y.

In his opening remarks Mr. Eckhardt said that the Council has now been in existence 10 years, and that in his opinion it has justified its being and should be continued. He pointed out that the constituent exchanges are the direct factors in the Council's activities, the delegates of the exchanges creating the policy of the Council.

Mr. Eckhardt referred to the recent meeting in New York between the grain trade's Advisory Com'ite and Chairman Lever of the House Agricultural Com'ite regarding the bill to be presented to Congress to make effective the government's guaranteed price for the 1919 wheat crop, and announced that another meeting was in progress in Washington between representatives of the grain trade and Chairman Lever and Mr. Williams, who will write the bill. This meeting was also being attended by the legislative com'ite of the Grain Dealers' National Ass'n. He said that he could see no reason why the Council cannot work in harmony with the various other organizations representing the trade.

The report of Sec'y Pickell was read by Mr. Anderson. It follows:

### Secretary's Report.

This is the tenth annual meeting of the Council of Grain Exchanges. During its existence we have witnessed marked changes in the relations of commodity exchanges and the public. Ten years ago much opposition was manifested to the present system of trading in grain for forward delivery. This was evidenced by the large numbers of bills introduced in Congress to prevent future trading. Prices of grain then were low. The pendulum has now swung to the other extreme, stimulated by war, and we have exceedingly high prices prevailing, with the Government authorized until peace to control the speculative machinery. There is certainly now an unorganized potent sentiment favoring control of the speculative machinery beyond the establishment of a satisfactory peace. That is one of your future problems.

It is not the purpose here to recount what the Council has done. It has an international record. It is officially recognized as a representative of the Exchanges. At no time in its history has it been brought into disrepute, either in commercial or political circles. Its name has been very fortunately and very freely advertised.

**Decline of Council:** It has become a matter of trade opinion, quite generally accepted, that the Exchanges could better secure their lawful rights and best promote their interests through the Grain Dealers National Ass'n. Since that idea took root the Council has been on the decline.

Last year it was suggested that the organization be discontinued, and several of the Exchanges withdrew. Through the united efforts of the Council's friends the organization was saved from disruption and all of the former members renewed their affiliation. J. H. MacMillan of Minneapolis was elected president of the Council at our last annual meeting, and altho he was not familiar with its past history, Mr. MacMillan assumed the duties of his office with the avowed purpose of making the organization more influential and of establishing a higher standard for its work. At our midsummer meeting of the organi-

zation you will recall that he proposed certain recommendations, which at the time they were proposed apparently did not meet with the unanimous approval of the delegates present. In response to a resolution offered at our June meeting, certain proposals were submitted to the Exchanges in the form of a referendum and a vote of the constituent members of the Council was requested upon these proposed measures.

### Referendum.

A vote of the Exchanges was duly taken upon the various propositions, with the following result:

- Minneapolis—Favored: 1, 2, 3, 4, 5, 6.
- St. Louis—Opposed: 1, 5, 6. Favored: 2, 3, 4.
- Duluth—Opposed: 1, 5, 6. Favored: 2, 3, 4.
- Toledo—Opposed: 1, 2, 6. Favored: 3, 4, 5.
- Baltimore—Opposed: 1, 2, 3, 4, 5, 6.
- Chicago—Opposed: 1, 2, 3, 4, 5, 6.
- Kansas City—Opposed: 1, 2, 3, 4, 5, 6.
- Cincinnati—Opposed: 1, 2, 3, 4, 5, 6.

None of the other Council members voted. President MacMillan then resigned, as he considered the organization had reached that point in its existence when it could no longer be considered an institution of any great value to the grain exchanges, due to the lack of harmony which prevailed between the Exchanges, and a common lack of interest in the organization.

**Com'ite to Visit Markets:** The Council has not progressed this year. It has digressed. It has had its representation on the Advisory Com'ite of twelve, well known in the grain trade, but it will lose this representation if it is decided at this meeting to discontinue the organization. President Goodrich of the Grain Dealers National Ass'n has made arrangements with Charles J. Brand, Chief of the Bureau of Markets, for a grain trade committee to visit various terminal markets to investigate the various grain inspection systems, the Department of Agriculture to pay the railroad fare, the Pullman fare and the traveling expenses of each member of the committee up to four dollars per day, and Mr. Goodrich asked that one be appointed to represent this organization.

Requests are continually coming to us for information which your secretary has always considered a part of the routine work.

**Dues:** Ten years ago we effected a system for collecting dues based upon Class "A" and Class "B" memberships. Such dues were adequate then to meet current expenses, but they are inadequate now, and your next Secretary, if you continue the organization, will have to be provided with more funds. In order to defray increased expenses mostly for traveling we have levied two assessments since the June meeting upon our constituent members. The first one was for 40% of the annual dues and the second one for 20%. The Exchanges responded fairly well.

**Resignations:** Buffalo, Peoria, Omaha and Louisville, Minneapolis, Toledo and Kansas City have resigned as members of the Council and two or three more resignations are pending. There are only a few left. It is a question now as to whether the organization shall be continued.

Your Secretary expects to leave this country for a period of about six months very shortly. I shall be glad upon my return to do all I can to further the inter-

ests of the Council, provided you want to keep it alive. I am convinced that the Council has been and could be made again an organization of vital importance to the grain trade. Two or three thousand dollars, judiciously spent in advertising what the Council has done, if it does nothing more, would renew the confidence of the public in the organization in order to try to hold it together.

This year I have been content to allow the enthusiasm, if there was any, to come from the members of the trade. Very little has been manifested. I am not sure that it will be wise to continue the organization. It is now up to you.

The report of Treas. John W. Snyder, Baltimore, was read by Mr. Anderson. This showed total receipts in the general fund to have been \$2,496.72 for the year, with expenditures of \$2,439.61, leaving a balance of \$57.11, and a balance of approximately \$1,627 in the legislative fund, there having been no contributions to or expenditures from this fund during the year.

Acting-pres. Eckhardt appointed W. M. Bell, Milwaukee, and Charles F. Macdonald, Duluth, as members of the auditing com'ite to examine the records and reports of the treasurer.

L. W. Forbell, New York, asked to have the record corrected to show that New York had voted "No" on all recommendations contained in the referendum referred to in the sec'y's report.

The report of the Uniform Rules Com'ite was read by Adolph Kempner, Chicago. Mr. Kempner stated that little had been done to make uniform the exchange rules since the last meeting, but that during the last month the Grain Dealers National Ass'n and farmers cooperative organizations had asked that there be drawn up a uniform contract for use on purchases and sales of grain to arrive.

Mr. Kempner reported that on Jan. 15 he had met in Chicago with F. E. Watkins, Cleveland, O., chairman of the Uniform Rules Com'ite of the Grain Dealers Nat'l Ass'n, and Mr. Stinehart, of Bloomington, Ill., sec'y of the Farmers Grain Dealers Ass'n of Illinois; and a suggested form of contract had been designed. The members of the com'ite had agreed to submit this form to their respective organizations, with the recommendation that it be adopted. As chairman of the Uniform Rules Com'ite, Mr. Kempner recommended that the Council adopt this form, and recommend to the several constituent exchanges that it be used by their members.

Mr. Kempner stated that a legal opinion which he had obtained expressed the belief that in Illinois on all transactions where no part payment is made, the contract is not enforceable unless reduced to writing if it involves an amount greater than \$500.

The form of contract recommended, with an addition made to it at the afternoon session, follows:

### Uniform Confirmation.

We herewith confirm purchase from you of ..... Cars  
..... Bushels  
of ..... per 100 lbs.  
At ..... per bushel net .....  
..... per ton  
less charges for car inspection, for weighing and for State Inspection: ..... Terms.  
For shipment .....  
Bill to Order .....  
Notify .....  
Subject to the rules of the .....  
and the regulations and requirements of its Board of Directors.  
Off grades, if merchantable grain, to apply on contracts at market differences on arrival.  
Manifest errors excepted.

(Duplicate to read): Accepted and approved.

Per \_\_\_\_\_, 19\_\_.



W. M. Bell, Milwaukee: I think the clause "off grade" should be more fully explained. I once bought 3 white corn which I sold to a white corn miller. The corn shipped on the contract graded 3 and 4 mixed and the seller contended that it was an "off grade." It was not. I could not forward it to the miller. I won out in my contention that it was not an "off grade" in arbitration before the com'te of the Western Grain Dealers Ass'n.

Mr. Watkins: The form recommended by Mr. Kempner meets with the approval of the other members of the com'te, I am sure. For years the Grain Dealers National Ass'n has had a form practically the same as this, but it has not been adopted generally.

Mr. Macdonald: Did you consider the matter of taxation? The ruling of the internal revenue dep't makes transactions on an exchange subject to the tax for future transactions when they are not to be performed within 20 days. The inclusion of the clause making the contract subject to the rules of an exchange will bring sales not for shipment or delivery within 20 days under this ruling. The tax is not very heavy on carlots, but on cargo lots it is considerable.

Geo. S. Carkener, Kansas City: The confirmation is lacking in that it does not provide for cancellation or extension in case of failure of the seller to make shipment within the time specified. It may be that the clause relating to the rules of a given exchange will cover this, but I think it should be set out more clearly.

J. H. MacMillan, Minneapolis: I do not believe any seller would accept a contract like this giving the buyer all rights and the seller none. The contract should be drawn in fairness to both parties.

Mr. Kempner: The seller never figures there is any reason why he should notify the buyer when he is going to default. If he would do this and show the buyer he is disposed to be fair he will get a square deal.

Mr. Carkener: It gives the buyer the right to extend the contract and keep it alive.

Mr. MacMillan: I would refuse to sign a contract of that kind. Under the present car situation the sellers all insist upon a provision protecting them in case of inability to make shipment.

Mr. Carkener: I do not think much of a contract relieving the seller of the necessity of filling the contract in case of car shortage, bad roads and other similar contingencies. It is no contract at all.

Mr. Eckhardt: There is nothing to prevent the printing of any additional clause on the confirmation.

The confirmation was adopted by the Council for recommendation to the constituent exchanges.

Mr. Forbell: I recommend that the grain exchanges protest against the amendment in the revenue bill now pending relative to the tax on transactions on cash grain for future delivery.

Mr. Eckhardt called upon John O. Ballard, St. Louis, to present a report on the activities of the Advisory Com'te of the grain trade appointed to assist the Food Administration in working out problems of food control affecting the grain trade.

Mr. Ballard spoke briefly on the organization and work of the Com'te. The Com'te early saw the importance of problems connected with the price guarantee on the 1919 wheat crop, but it had to work somewhat in the dark because it did not know just how Mr.

Hoover and Mr. Barnes felt about the matter. He stated it as his belief that there has steadily crystallized a sentiment in favor of effecting the 1919 guarantee in a way that will permit the trade to handle the crop under normal conditions, the government settling with the farmers for any difference in price.

Mr. Eckhardt: The Advisory Com'te met in New York on Jan. 7 and its discussion covered 4 days. It apparently was then realized that any plan suggested now might not meet with the approval of those in authority and that the best effects could be obtained by working with the Agricultural Com'te of the lower house. Mr. Van Dusen, Minneapolis; Mr. Wells, Des Moines; and Mr. Reynolds, Crawfordsville, Ind., had a conference with Mr. Lever, chairman of the Agricultural Com'te, and learned that he is glad to have suggestions and the help of the trade in working out a plan for making the government's guarantee effective.

The Council here formally approved the action of Acting-pres. Eckhardt in appointing the com'te, consisting of Mr. Hall, Mr. Sager and Mr. Stratton, to proceed to Washington for further conferences with Mr. Lever and representatives of the trade regarding pending legislation.

Mr. Eckhardt appointed the following nominating com'te:

L. W. Forbell, New York; Adolph Kempner, Chicago; P. B. Stockman, Duluth; John W. Snyder, Baltimore; and John O. Ballard, St. Louis.

Mr. Eckhardt asked for expressions of opinion from the delegates on the matter of continuing or discontinuing the Council.

N. L. Moffatt, St. Louis: The St. Louis Merchants Exchange believes that the Council should be continued.

John R. Mauff, Chicago: I have had quite recent advice from Mr. Wells, who is in Washington, and who expected to be present at this meeting, that the situation in Washington is very critical, and that he is obliged to remain there. I think the Council should be continued.

Mr. Forbell: The Council has more than justified its existence in the last 10 years. It did more than any other one organization to defeat the anti-option bill in Congress a few years ago. Conditions confronting the grain trade now are very critical. We desire the right to do business properly and to make a fair margin of profit, and the Council should be kept alive to assist in obtaining that right. To end the Council would be a step backward.

Fred Mayer, Toledo, said that the directors of the Toledo Produce Exchange recently voted to resign from the Council, but that personally he favored the continuance of the Council and would try to have the directors rescind their action.

Lowell Hoyt, Chicago, and John R. Mauff, Chicago, both made short talks favoring the continuance of the Council.

Geo. S. Carkener, Kansas City: I do not know why the Kansas City Board of Trade resigned, but it will be my pleasure to recommend that we reaffiliate. This is a time of organization and co-operation.

Herman Ladish, Milwaukee: Altho the Milwaukee Chamber of Commerce is a member of the Council, I regret that we have not received information about the Council's activities while they are still fresh. I believe the Council could be made very helpful, but I also believe that

until the presidents of the constituent exchanges can come down here and see what is going on the Council will not achieve that place.

Adjourned for luncheon.

## Afternoon Session.

Mr. Eckhardt called the meeting to order and stated that it had appeared to him the prevailing sentiment at the morning session was for continuance of the Council, but that he desired verification of this belief. He called for a vote upon the question.

Upon roll call, the delegates of the following exchanges voted "Yes": Baltimore, Chicago, Cincinnati, New York, Portland and St. Louis. The delegates of the following exchanges announced that, altho personally favoring continuance of the Council, they were not authorized to vote without presenting the matter to their respective boards of directors: Duluth, Kansas City, Louisville, Milwaukee, Minneapolis, Peoria and St. Joseph.

John G. McHugh, Minneapolis: As individual delegates, we who represent Minneapolis want the Council continued. If it can be made really effective we are willing to pay five, or even ten, times the present dues. We believe the interests represented by the grain exchanges are so vast they should be bound together by an organization. But here is the difficulty—we see it in our present predicament—we delegates are here but many are not able to express a positive opinion for their organizations. We think that if the Council had the same efficient organization as the constituent exchanges it would be effective. If it possessed a secretary of real recognized ability, located at Washington, he could do much good. The office could be kept up by dues and contributions from the ex-



Wm. N. Eckhardt, Chicago, Ill., Pres. Council of Grain Exchanges.



changes, and of individual firms who desire to make use of a Washington representative. In this respect it would be similar to the Chamber of Commerce of the United States.

Mr. Eckhardt: We are in this position: Thirteen exchanges are represented here by delegates. Six have voted in favor of continuance; seven have not voted decisively either way. In any way the vote is taken it is not decisive, unless those votes which are not positive votes be disregarded.

After some further discussion, Mr. Eckhardt declared it to be the sense of the meeting that the Council be continued.

Mr. Eckhardt: Expenses have been incurred on account of litigation, but not charged to the litigation fund. It seems fair to instruct the secretary and treasurer to go over their accounts and charge to that fund any expenses properly chargeable to litigation, and to put the money in the general fund.

Upon motion it was so ordered.

Mr. Eckhardt stated in response to a question that the shrinkage case, to prosecute which the litigation fund was built up, is now in Superior Court, and that he has been advised it is an independent case and is not affected by the Director General's order No. 57. It may go to the Supreme Court of the United States, he said.

Mr. Forbell: At the conference of the Advisory Com'te in New York last week several plans were proposed for handling the 1919 wheat crop. The matter was referred to the com'tes now at work in Washington with Mr. Williams, who is to write the bill. An effort is being made to protect the grain trade and at the same time to assist the government in making good the guarantee without unnecessary loss. At New York I read one plan. Nothing was said in it regarding the protection of the grain com'isn man. I suggest that the Council instruct its com'te at Washington to safeguard the interests of the com'isn merchants.

Mr. Bell: Are you referring to the Reynolds plan, Mr. Forbell?

Mr. Forbell: Yes.

Mr. Bell: I understand it was not brought up in New York, but it was taken to Washington and may be presented there. It certainly does not protect the com'isn man.

Mr. Forbell: I am not sure whether any plan considers the com'isn man.

Upon motion it was ordered that Mr. Forbell's suggestion be acted upon.

Mr. Eckhardt: As I understand it, the plan is to formulate the bill so every one in the grain trade will be protected. First enuf money must be provided the president or some agency to make the guarantee effective. Next, the trade must be protected.

#### Election of Officers.

The report of the Nominating Com'te was read by Mr. Forbell, and upon its recommendation the following officers were unanimously elected:

Pres., W. N. Eckhardt, Chicago; 1st vice-pres., Geo. S. Carkner, Kansas City; 2nd vice-pres., L. W. Forbell, New York; 3rd vice-pres., C. D. Sturtevant, Omaha; treas., John W. Snyder, Baltimore. Executive com'te.: F. C. VanDusen, Minneapolis; J. L. Messmore, St. Louis; M. L. Jenks, Duluth; Herman Ladish, Milwaukee; W. T. Cornelison, Peoria; Fred Mayer, Toledo.

Mr. Eckhardt made a brief talk of thanks and then read the following tele-

gram which had been sent to the heads of traffic dep'ts of the various exchanges by J. S. Brown, mgr. Transportation Dep't, Chicago Board of Trade:

#### Protest Against Order 57.

Wire Walker D. Hines, Charles A. Prouty senators and congressmen respectfully urge cancellation of United States Railroad Administration order fifty seven respecting loss and damage claims on grain which attempts to deprive shippers of established legal rights, to unlawfully transfer to shippers the duty of carriers of putting cars in good order for receiving grain shipments, to relieve carriers from legal liability for furnishing defective cars, to relieve carriers of binding effect of their bills of lading as to quantity of grain received for shipment, to unjustly repudiate reliability of standard scale weights in settlement of claims, to relieve carriers of present legal liability as insurers of safe delivery of grain and to make secret evidence and information of carriers the sole test of their liability.

J. S. BROWN.

Mr. Cornelison: I believe the Council of Grain Exchanges should send a like telegram to Mr. Hines, Director General, and Mr. Prouty, of the Interstate Commerce Com'isn.

Upon motion of Mr. Cornelison the sec'y was instructed to send the telegram to Mr. Hines and Mr. Prouty.

Upon motions the thanks of the Council were extended to Treas. Snyder and to retiring Pres. MacMillan for their earnest work for the Council during the past year.

Adjourned *sine die*.

Delegates present included: For Chicago Board of Trade, J. C. Murray, Lowell Hoit and John R. Mauff; for Duluth Board of Trade, Chas. F. Macdonald and P. B. Stockman; for Baltimore Chamber of Commerce, John W. Snyder; for New York Produce Exchange, L. W. Forbell; for Kansas City Board of Trade, Geo. S. Carkner; for Buffalo Corn Exchange, Nesbit Grammer; for Peoria Board of Trade, W. T. Cornelison and A. W. Harwood; for Cincinnati Grain and Hay Exchange, Fred E. Watkins; for St. Louis Merchants Exchange, John O. Ballard and N. L. Moffatt; for Louisville Board of Trade, E. T. Williams and R. L. Callahan; for Milwaukee Chamber of Commerce, Herman Ladish and W. M. Bell; for Minneapolis Chamber of Commerce, J. H. MacMillan and John G. McHugh; for Portland, Ore., Merchants Exchange, J. H. Frazier; for St. Joseph Grain Exchange, C. A. Geiger and J. W. Craver; for Toledo Produce Exchange, Fred Mayer.

#### F. D. Austin Dead.

Members of the Chicago Board of Trade are saddened by the unexpected death of Frederick Dewey Austin, which occurred Jan. 15, after a brief illness of pneumonia. He was a member of the Board for 36 years and for the past ten years he had been the Chicago manager for E. P. Bacon & Co. Previous to forming connections with this firm, he had been with Creighton & Co., Scribner, Creighton & Co. and the Foss & Armstrong Co.

Mr. Austin was a man of many friendships, liked by all who came in contact with him. From employes and associates alike is heard the same expression: "The best you can say about him, is none too good."

Funeral services were held at his late home the afternoon of Jan. 18, and were in charge of the Masonic body of which he was a member. He is survived by a widow and one sister. He was 57 years old.

#### New Grain Grading Bill of North Dakota.

In explaining the new grain grading bill of which he was the instigator but which was introduced by Senator Drowns, Dr. E. F. Ladd, president of the state agricultural college of North Dakota, told the com'te on warehouse and grain grading of the State Senate that he favored the centralization of grain grading, elevator inspection, weights and measures at one point and under one head; also a proper head for scale inspection, this work now being done inefficiently by the sheriffs, who have neither the equipment, training or time.

Dr. Ladd also advocates the continuation of the quarterly reports, a system not popular with elevator men, and also special reports, in order that a proper check may be kept over the elevators.

The provision in the bill that a member of the college faculty with a salary of \$1,000 per annum, be employed as chief inspector, while subject to some criticism, was passed by the com'te.

Stocks of wheat amounted to 219,434,832 Dec. 1, which is more than twice as large as stocks held by the same commercial firms Dec. 1, 1917, the percentage being 206.1, as reported by the U. S. Dept. of Agriculture.

THE EMERGENCY FLEET corporation from the time of its organization until Aug. 31, has negotiated 495 contracts, including 2,298 vessels with a total of 14,119,130 deadweight tons and involving \$2,319,216,204.



F. D. Austin, Chicago, Ill., Deceased.



## State Elevator Plan of North Dakota.

A bill which contemplates a \$5,000,000 issue of state bonds for the establishment of terminal elevators and flour mills has been introduced in the lower house of the North Dakota legislature. The most interesting feature is that it incorporates the one-man plan of handling this enormous industry, the power being vested in the governor of the state. The bill which is labeled the "Terminal Elevator and Flour Mill Bill" provides for a commission of three members, the governor, the attorney general and the commissioner of agriculture and labor, but the sole power rests with the governor, it being conferred upon him in the following words:

"All written contracts, orders, rules, regulations, or by-laws passed or authorized by the commission, shall, before becoming effective, be approved by the governor as chairman, and shall not be in force unless approved and signed by him."

This is interpreted to mean that the governor will have complete control regardless of the decision of the other two members of the commission. On the face of things, the mill and elevator ass'n appears to have some prerogatives working under the commission, but nothing can be effected without the governor's signature.

The measure provides that the state shall engage in manufacturing and marketing farm products and for that purpose shall establish a system of warehouses, elevators, flour mills and factories to be controlled by the mill and elevator ass'n, which in turn is managed by the state industrial commission.

The industrial commission, the governor concurring, has the power to select the location of the state terminal elevators, flour mills, and Bureau of Markets which will be operated in connection; employ, remove and fix the compensation of all officers; acquire property by lease, purchase or eminent domain; construct elevators, warehouses, mills and do all other things necessary, incidental or convenient in the manufacturing or marketing of all kinds of raw and finished farm products within or without the state and may dispose of the same.

It may establish and operate exchanges, bureaus, agencies and markets within or without the state, including foreign countries, on such terms and conditions and under such rules and regulations as may from time to time be prescribed by the industrial ass'n for the purpose of handling all kinds of farm and food products and by-products; it shall fix the buying and selling prices, all charges for any and all services as near cost as possible, but shall also take into consideration, depreciation, overhead expenses, interest and a reasonable surplus.

The milling association may mortgage its property as security for loans and all its funds shall be deposited in the Bank of North Dakota.

All money in the state treasury raised for the terminal elevator fund is appropriated for the \$5,000,000 capital and the remainder will be raised by the sale of state bonds. The act is declared an emergency and the industrial commission is instructed to begin the organization of the association within 20 days after the passage of the act.

The bill is sponsored by the Nonpartisan League Administration, which stands ready to shoulder the responsibility of making a success of this and other

industrial innovations and will make a fight, if necessary, to center absolute power in the hands of the governor.

Poor North Dakota is at the mercy of the impractical dreamers and must pay dearly for the privilege of indulging in the proposed riot of socialistic ventures.

## New Firm at Hutchinson.

The most recent addition to the list of grain dealers of Kansas is the firm of Bateman-Hausam & Co., which was organized recently at Hutchinson by O. L. Bateman, A. E. Bateman, Jay Hausam, F. M. Hausam and Louis Hausam. The new company has applied for a charter of incorporation and will begin to conduct a general grain business about Feb. 1.

O. L. Bateman, whose portrait is reproduced herewith, will be manager for the company. He was formerly connected with the Larabee Flour Mills Co. at Hutchinson prior to the removal of that company to Kansas City, and more recently he has had charge of the Hutchinson Traffic Bureau.

Jay Hausam, who is vice-pres. of Bateman-Hausam & Co., is also manager of the grain dept. of the Reno Flour Mills Co., in which capacity he will remain.

Louis Hausam, who will be associated with Mr. Bateman in the active management of the new company's affairs, has been for some time with the Commercial National Bank of Hutchinson. Before entering the bank he was connected with the John "R" Mills, at Turon, Kan.

The new firm is composed of individuals who are thoroughly experienced in the handling of grain in the territory served by Hutchinson, and with membership in the Hutchinson Board of Trade they are well prepared to take care of the interests of their customers and clients.

No PERMITS have been issued for the importation of Argentine corn is the substance of a message from the food administration at Washington to the food administrator at Chicago. It also adds that neither Mr. Hoover nor Mr. Barnes favors such proceedings.



O. L. Bateman, Hutchinson, Kan.

## Ask Legislation for Terminal Elevators.

Railroads will be required to build elevators at the principal Atlantic seaboard terminals for the purpose of permanently relieving the chronic car congestion at these eastern ports, if the necessary legislation can be secured in the next Congress. The Minnesota Legislature will be asked to pass a resolution requesting Congress to enact this piece of legislation which is backed by the national ass'n of railroad and warehouse commissioners. O. P. B. Jacobson, of the Minnesota Commission, fathered the plan, and he is now chairman of a com'te appointed by the national ass'n to bring about the construction of the elevators.

The shortage of elevator capacity at the Atlantic ports causes thousands of cars to be held for long periods until the grain can be loaded for shipment abroad. This causes congestion at the seaport and a shortage in the wheat growing sections. Various bodies in the Northwest are taking the matter up, because this is given as the reason for the numerous embargoes put upon shipments from that section during the past year. Mr. McAdoo refused the petition of a com'te from the national ass'n that he order the elevators built, on the ground the railroad companies might not want to take over the elevators when the roads are returned by the government, and gave it as his opinion that it would require an act of Congress to compel all of the railroads to build.

## Elevator Casualties.

OWANECO, ILL.—Dennis Banning, an employe of the Honefenger Grain Co., had one hand lacerated while attending to his duties at the elevator.

BOURBON, IND.—Clem Faulkner, an elvtr. helper employed by the E. E. Delp Grain Co., wrenched his back Dec. 7, while helping to hold a man out of the window on a rope.

LEONARD, ILL.—Bert Van Weedle, elevator operator employed by the Farmers Elevator Co., had his leg and thigh badly injured Dec. 27 while moving cars. The cars were frozen on the track and the strain on the casting caused the puller to break and strike his right leg.

## St. Louis Supervision Discontinued at Eight Elevators.

Complying with the recent decision of the U. S. Supreme Court the Department of Supervision of Weights of the St. Louis Merchants Exchange will not in the future certify to weights of grain in public elevators, namely: Burlington, Rogers, Mississippi Valley, Victoria, Central "B," Exchange, Mound City, and Eureka.

John Dower's efficient department will continue its supervision, however, at all other elevators, mills, industries, warehouses and hold tracks where heretofore it has been the custom to supervise weighing, testing and inspecting of scales and facilities and its car inspection service.

AN AGREEMENT, by the terms of which France and Italy take less of the United States wheat crop of 1918, but will take a portion of the 1919 crop, is said to have been effected. There are no developments as yet with Great Britain, as she still has her guarantee for Canadian, Australian and New Zealand crops to take care of.



## Michigan Dealers Meet in Detroit

Pres. Robert Ryon of Ann Arbor called the semi-annual meeting of the Michigan Hay & Grain Ass'n to order at 2:30 p. m., Jan. 16, at Detroit, Mich., with about 70 dealers present, stating that "This meeting has been called earlier than our usual midwinter meeting to discuss the reconstruction that may affect our business adversely."

Pres. Ryon appointed the following com'te on resolutions: H. D. Jeffords, Marlette; A. R. Thomas, Bad Axe; and W. Babcock, Palms.

Geo. S. Bridge, Chicago, told of the work of the forage department of the U. S. Army, of which he recently resigned the management. "The government handled one-third the whole output of baled hay. Market conditions were not seriously disturbed as we purchased our hay on a large area."

When I took hold we had handled all this grain across the ocean in sacks and it was impossible to get floating elevators at any of the ports in France and we had to continue to handle in sacks.

Our main trouble was to secure shelter for the hay at compresses and to get cars. A large amount of hay was spoiled at camps.

Early in June I was asked to discuss the question of purchase of feed and forage and I was asked to take charge. I was willing to accept on one condition, that I be permitted to buy hay on the commercial method instead of the old bid and bond system.

We were able to keep the camps supplied with hay at all times altho there was a shortage of labor and of hay.

The recompression problem was a serious one. There were only 3 or 4 small recompressing plants in the United States and boats were getting shorter every day, so it was necessary to establish recompressing plants, and 4,000 tons per day was our recompressing capacity at the signing of the armistice.

It was no easy matter to get competent inspection. We had to educate the inspectors on the technical grading and we got a pretty good force together. We ought to use our influence to continue a good force of inspectors at these camps. The government will probably retain 100,000 or 200,000 horses and will need much hay. This business should be handled by the regular hay trade and not be allowed to fall into the hands of the old-style army contractors.

The hay business has not gone to the dogs on account of the automobile. More cows are being kept and that trade ought to be fostered. Unless someone can propagate a new kind of grass that will cure in the South the hay will all have to come from the North. My experience in buying Southern hay has been unsatisfactory; it is not cured properly. The horse and wagon is the cheapest delivery of milk. The riding horse will come back into favor in the cities.

One thing we dealers have been lax in is in persuading farmers to produce a good grade of hay.

John L. Dexter, Detroit, assured the visitors that their wives and sweethearts would be doubly welcome at the banquet.

Mr. Cutler: It is important that this inspection be continued. I think John Dexter is the man to start the saddle horse proposition.

Mr. Bridge: I rather think the inspection will be continued as at present for some time.

Mr. Young: I move a com'te of three be appointed for consideration of this question of inspection. *Carried.*

Mr. Diamond: Instead of receivers rejecting a car that is a liner I believe the government's method of adjustment would be better and there should be a

definite trade agreement that in rejections the difference should be settled for at market difference instead of throwing the rejected shipment on the open market.

Pres. Ryon: I do not believe we could force such a rule in certain markets.

Tracy Hubbard: I would like to see this organization go on record as making that a part of the trade contract.

Samuel Walton, Pittsburgh, Pa.: The only way is to specify when the contract is made. You can not compel a buyer to take another grade than he bot.

P. E. Goodrich, of Winchester, Ind., pres. of the Grain Dealers National Ass'n, delivered the following address:

### Stand Against Government Interference.

The stupendous world's war that has just ended, was not for the present time only, but for right principles and for generations yet to come that nations might live secure and their citizens enjoy more liberty as the result of that titanic struggle.

We, who took no part in this conflict, owe to each allied soldier, our life time thanks. They acquitted themselves nobly and their valor will be perpetuated in literature and art for succeeding centuries. What they did in war, we should emulate in peace and must not be satisfied by throwing our hats in the air and cheering as the boys come marching home but rather we should "throw our hats in the ring" and each of us in our small way do all within our power to get business as well as the soldiers "back home."

These have been trying times. Old usages have been swept away and new methods forced upon business in order to win the war. The Grain Dealers National Ass'n and its affiliated organizations have gone the whole way and made every sacrifice those in authority have asked of our officers and members, who have given their time and talents unselfishly and with glad hearts. The trade as a whole has surrendered their business, the work of a life time, generously saying, "here are we, use us." We have willingly consented to lessened profits, stringent regulations, lessened opportunities, quadrupled our office work making out numerous reports, furnished detailed statistics over and over again to different departments of the government, which as far as we could discern were often of no essential value. We did all this and I am sure rightly so.

But now that the war is over and the army and navy are coming home and our duty in that direction is practically done—we have a most important duty just before us in assisting to get the country back to a safe and sane basis and wrest it from the many harassing features that have surrounded it.

A sample of what we may expect from the government at Washington was the recent ruling taking over the underseas cables after the war was over and the more recent telephone regulations, almost revolutionary in character, that will put a greatly added burden on the business of the country by increased rates and cripple, if not ruin the smaller exchanges by making charges so low for the purpose of promoting gossip after sundown that two to four times the help would be needed for night service than is now employed.

Under the new schedule of rates if we call a party who has no 'phone we pay 50% above the regular rate plus the messenger fee. After 8:30 at night they can do it at 50%, but not a particular person, that is 25% extra. A rate has to be 60 cents to get the benefit of the night rate. Our ass'n should go on record against the telephone proposition. If the rate is over 60 cents the local telephone company gets only 15 cents even on a message to California where the rate is \$16.

Every move made by the government since taking charge has been to increase charges. Formerly they gave us good lumber for grain doors; now they furnish poor stuff, and they are refusing to pay for grain lost over or under those poor doors. We ought to fight these things now.

If you load a car with a leaky roof with hay you can not collect a claim under the new rule.

We must be alert to our interests and do our bit in helping to counteract the socialistic tendencies in our governmental affairs at the present time. If we fail in this, we may awake some fine day to find all the great public service and transportation companies thoroughly saturated with political incompetence, if not downright graft.

Every individual member of the Michigan Hay & Grain Ass'n as well as every citizen, owes it to himself to oppose any and all these things.

During the war we were estopped from any opposition to anything the government wanted to do to win the war and rightly so, much as we doubted the wisdom of some of the things done. But that time is passed and we now owe a duty to our people to oppose all such attempts to fasten these policies as permanent on our government. We are cowards and have no right to complain afterwards if we do not now use all honorable means within our power to hasten the day when the railroads will be turned back to their owners and the Interstate Commerce Commission be again empowered to supervise or promulgate rates with such modifications of old practices that pooling may be permitted and good service be assured the people, who pay the freight and are entitled to the very best service possible for the price asked.

Return the telephone and telegraph lines to their owners, permitting consolidating wherever the service and economy of operation will justify. This, we believe, can be done without any advance in toll rates.

We should take a positive stand and insure that Washington discontinue all interferences in the grain and allied trades at once with the exception of wheat. This, of course, must be handled under the government control on account of the fixed price for the 1919 crop. We should urge that the Grain Corporation be continued in control and have full power over the marketing of the coming wheat crop.

If we do less than this we may see our honorable business so restricted and governmentized that we may not in a short time, recognize it as our vocation in life.

I am not a pessimist, but I do say a real danger confronts us and as "eternal vigilance is the price of liberty." So it is true, if we do not look after our own affairs, no one else will.

Let your member of Congress know how you feel about these things. They are anxious to listen to the folks back home. You owe it to them to advise them relative to legislation of interest to you. The fact that for the past few years organized labor has fared so well is largely because they work at the job continually. They keep in Washington a body of capable men, who are continually watching for legislation not favorable to them as well as urging on congress the passage of laws in their interests. Besides this each individual member is an active propagandist, he in season and out of season proclaims what he believes in, and always has the courage of his convictions and when election day comes, casts his ballot for the man or party that favors him. Thus they get results.

I want to assure this splendid Michigan Hay & Grain Ass'n that now as always, the Grain Dealers National Ass'n is ready to serve you. Sec'y Quinn and his capable office force are at your service to do for you the things you want done. Let us go from here resolving to uphold our different organizations and give to them our loyal and enthusiastic support at all times. Do this and it will not fail you. Soon the doubts and fears will vanish and the grain trade will again regain its old functions as one of the business bulwarks of the nation.

Mr. Hubbard: I move a telegram be sent to Mr. Burleson and our Michigan senators containing our resolution on telephone rates. *Carried.*

Pres. Ryon commended A. J. Carpenter, chairman of the membership com'te, for his work in getting new members, and named Hubbard with 8, Todd with 5, Wolohan, Huston, Diamond and Thomas as leaders in the campaign.

Samuel Walton, in the absence of Harry Morgan, supplied his place on the program, with an address.

"Aug. 11, 1918, we were all 100 per cent patriotic; but now that the war is over it seems the administration could



relieve us of some of the burdens. The progressive demurrage rule was purely a war measure, and it is nothing more than fair to make it \$1 per day as before the war.

"I oppose the repeal of the Sherman law, and the abolition of the Interstate Commerce Commission."

Chas. Quinn, sec'y of the Grain Dealers National Ass'n, humorously related the circumstances of the attempted 2-cent rate "adjustment."

Resolutions were unanimously adopted, expressing appreciation of the fair treatment accorded the trade by Mr. Bridge as head of the government forage department; suggesting that the National Hay Ass'n take up at its July meeting the consideration of accepting hay on contract at market discount; and protesting against the increase made by the postmaster general in telephone rates.

Ajourned *sine die*.

## Hay and Grain Notes.

The badges were a plain ribbon.

Handy clips for documents were distributed by W. H. Knepper of Edon, O. Earl F. Skidmore, of the Brouse-Skidmore Grain Co., Cincinnati, O., had souvenir lead pencils for the dealers.

Most dealers got thru with their visiting in the forenoon, so that the business session had nearly 100 per cent attendance.

Michigan dealers in attendance were: E. W. Aymer, Fairgrove; Willard Babcock, Palms; J. Baldwin, New Haven; L. S. Barlow, Crosswell; Paul Billings, Crosswell; John A. Bradley, Holly; Frank Carson, Marlette; J. A. Dailey, Lansing; W. B. Dean, Mason; S. L. Denhollem, Ann Arbor; J. L. Dexter, Detroit; George Elston, Yale; B. A. Fillingier, Lansing; L. B. Fuller, Clio; G. A. Goslyne, New Baltimore; Robert Greenhouse, Grand Rapids; J. M. Houghton, Clio; J. M. Isgrig, Travers City; C. J. Isbell, Detroit; H. D. Jeffords, Marlette; M. J. Kern, Reese; J. G. Marshall, Jackson; J. N. McAllister, Caro; Harry A. Northway, Owosso; C. M. Patten, Marlette; W. J. Prescott, Leslie; F. W. Ring, Almont; Homer D. Ruby, Imley City; J. W. Severance, Bad Axe; E. W. Slocum, Unionville; D. P. Sowle, Saginaw; Lewis Steele, Imley City; Albert Todd, Owosso; A. R. Thomas, Bad Axe; J. W. Thorne, Detroit; Lee Watson, Akron; Thomas Wharton, Yale.

## The Buckwheat Crop.

	Acres.	1918. Bus.	1917. Bus.
Maine .....	21,000	420,000	332,000
New Hampshire .....	2,000	34,000	15,000
Vermont .....	14,000	294,000	240,000
Mass. ....	2,000	32,000	15,000
Conn. ....	8,000	152,000	88,000
New York .....	315,000	4,725,000	5,670,000
New Jersey ....	17,000	306,000	288,000
Pennsylvania ..	325,000	5,850,000	5,076,000
Delaware .....	4,000	82,000	60,000
Maryland .....	14,000	280,000	231,000
Virginia .....	38,000	798,000	695,000
West Virginia..	47,000	916,000	900,000
North Carolina..	14,000	294,000	240,000
Ohio .....	28,000	448,000	464,000
Indiana .....	24,000	300,000	300,000
Illinois .....	4,000	71,000	76,000
Michigan .....	78,000	780,000	585,000
Wisconsin .....	40,000	636,000	281,000
Minnesota .....	15,000	255,000	154,000
Iowa .....	16,000	240,000	132,000
Missouri .....	7,000	91,000	90,000
Nebraska .....	2,000	28,000	32,000
Tennessee .....	5,000	90,000	68,000

Totals for above states .....1,040,000 17,112,000 16,035,000

SHIPS of 5,000 and 6,000 capacity now under construction in Great Britain have a total tonnage of 233,000 greater than during the quarter ending in September, and 113,000 greater than a year ago. During the last three months of 1918, 424 ships with a tonnage of 1,979,952 were begun, compared with 395 with a tonnage of 1,866,591 during the same quarter in 1917.

## Annual Meeting Pacific Northwest Grain Dealers' Association.

The annual meeting of the Pacific Northwest Grain Dealers' Ass'n was held in the rooms of the Chamber of Commerce, Portland, Ore., Tuesday, Jan. 14, 1919. Twenty-two members were present in person or by proxy out of a total membership of forty.

The Treasurer's report showed a balance on hand of \$100.76. To meet the expenses of the Ass'n an assessment of \$10 per member was levied.

The date of the annual meeting was changed from the second Tuesday in January to the second Tuesday in July.

The present Directors were re-elected to hold office until the next annual meeting in July.

At the Directors' meeting held in the afternoon the old officers were re-elected to hold office until the annual meeting in July as follows: G. W. Smith, President; D. W. L. MacGregor, Vice-Pres.; R. J. Paterson, Sec'y and Treas.

The Directors also appointed a Transportation Committee, consisting of Messrs. S. C. Draper, Wm. Albers, D. W. L. MacGregor. This committee will have charge of matters having to do with the relation between the grain trade and the transportation agencies of the country. Several matters of importance were referred to this committee, among which was a telegram just received from the Secretary of the National Ass'n asking this Association to protest against Railroad Order No. 57, which has the effect of placing the responsibility for the condition of cars furnished for the loading of bulk grain on the shipper.

To the same committee was referred a communication from the National Ass'n referring to its efforts to obtain a modification of the terms of leases offered by the Railroad Administration to interior elevator operators. The condition of these leases are said to be increasingly burdensome and the National Ass'n is doing what it can to obtain some relief for the elevator operators.

To this committee also was referred a communication from Mr. Henry L. Goemann, Chairman of the Transportation Committee of the Grain Dealers' Ass'n, relating to the proper installation of track scales, hopper scales and automatic scales. The specifications for the proper installation of these scales have been drawn up by this committee.

The Transportation Committee was also directed to register a protest, with the proper authorities, against the numerous reports required from the grain trade and which now appear to be unnecessary.

The Directors appointed a committee consisting of Messrs. I. C. Sanford, D. W. L. MacGregor, H. H. Rasmussen, to consider the best method of handling the coming season's wheat crop and to report their conclusions to the Directors.

The Arbitration Committee appointed in July, 1918, was continued in office as follows: Messrs. S. C. Draper, J. H. Noyes, R. S. McCarl, Wm. J. MacDonald, T. A. Fransioli, N. A. Roberts, M. J. O'Neill, and E. A. Warmoth.

The matter of employing a paid Secretary was discussed, but no definite conclusion arrived at. The subject will come up for discussion at meeting in July.

A motion was passed to pay the Secretary \$200 per year for office expenses.

By motion, the Secretary was directed to write to the Agent of the Food Administration Grain Corporation, asking

him to take some action to impress on the wheat growers the necessity for buying at least a portion of their requirements of wheat sacks for the coming season. So far, no interest has been shown by the wheat growers in the matter of sacks for the coming crop, and the bag importers and dealers feel that if this attitude of the wheat growers continues, they will be compelled to assume a greater burden of risk and responsibility in providing the necessary supply of bags than they should be called on to assume.

## Would Amend Oklahoma's Compensation Act.

House and senate bills introduced before the Oklahoma legislature include a number of amendments to the present Workmen's Compensation Act. If passed, they will more than double the cost of carrying this insurance.

Among the changes recommended are the following: The coverage will be increased from "personal injury" to include "occupational diseases." Compensation will start three days after the injury, instead of 14 days after. If the disability continues more than one week, the three-day waiting period is eliminated.

The time for supplying medical aid is increased to 90 days after the injury and makes extension of this period optional with the Commission. The injured employe also has the option of selecting his own physician.

Compensation is increased from 50 to 66% of employe's wages. The payment for temporary total disability is also increased to 66% and the limitation as to time, which now is not in excess of 300 weeks, is eliminated.

Payment for a first finger is increased from 35 to 46 weeks, and a third finger from 20 to 25 weeks. Time for compensation for the loss of the great toe is increased from 30 to 38 weeks; other toes, increased from 10 to 16 weeks. Loss of a hand is increased from 200 to 240 weeks; an arm from 250 to 312 weeks; loss of a foot from 150 to 205 weeks; loss of an eye, from 100 to 128 weeks; loss of a leg from 175 to 288 weeks. Temporary partial disability is increased from 50% to 66%. Unlimited compensation in the discretion of the commission, is provided for permanent disfigurement.

Limitations on compensation payments are increased from a minimum of \$6 and a maximum of \$10 to a minimum of \$10 and a maximum of \$20.

The time for giving notice of injury is extended from 30 to 90 days, after the injury.

The employer must deposit with the commission, securities in the amount and of a kind to be determined by the commission, to secure the payment of compensation, when self-insurance is desired. Under this provision, the commission has no discretion as to whether or not the financial condition of the employer makes unnecessary the deposit of securities.

TORONTO, ONT.—A greatly increased acreage planted to flax in Western Ontario and the larger yield per acre, promises well for the future of this crop. The acreage was more than double that of the previous year.—B.

A COM'ITE from Canada has been despatched to London to confer with proper officials about the disposition of the next wheat crop. It is thot that the government will take the crop, but at a lower price than that paid for the last two.



## Grain Carriers

IN 1918 the United States built 721 miles of railroad against 979 in 1917.

THE COM'ITE on Loss and Damage Claims is holding one of its meetings at Mobile, Ala.

THE FREIGHT RATE on Argentine corn to Liverpool is 40 cents which makes 74c corn at Buenos Aires about \$1.14, Liverpool.

THE OCEAN FREIGHT RATE on barley from the Pacific Coast to the United Kingdom, for the food administration, has been reduced to \$52.50 a short ton.

MCADOO SAYS the U. S. Railroad Administration will not give passes to state officials in excess of ten, even when the state law provides they shall have passes.

A STEAMER with a cargo of Argentine corn which was arranged for before the import restrictions were removed, arrived at New York on Jan. 16 for the Food Administration.

JOSEPH B. EASTMAN, nominated to succeed Geo. W. Anderson on the Interstate Commerce Commission, studied law but never practiced. He is federal attorney for the Boston district.

HALLOCK, MINN.—The Northwest has a great many foreign cars which are in very poor condition for carrying small grain and more or less of them will be leaky.—F. H. MacKenzie.

FREIGHT CAR ORDERS in 1918 as reported by the *Railway Age* were 114,113 in the United States, against 79,367 in 1917 and 170,054 in 1916. In 1905 the number of new freight cars was 341,315.

THE DEPARTMENT OF COMMERCE in conjunction with the Shipping Board is making an effort to obtain lower rates on water transportation between Pacific ports in the United States and ports in Japan and China.

A SCHEME of temporary legislative expedients is being worked out by the senate interstate commerce com'ite, to prevent, if possible, the return of the railroads to private control, until congress can enact a comprehensive new railroad law.

NEW ORLEANS, LA.—A new record was established when the steamer *Clarissa Radcliffe* loaded 574,456 bus. and 8 lbs. of oats from Elvtr. "D" which belongs to the Central Elvtr. & Warehouse Co., the highest previous record being 478,950 bus. from the Port of Baltimore.

THE TOTAL MERCANTILE FLEET of the world will very soon become enormous at the present rate of construction. When this happens will freights fall to a level as low as they have ever been? At one time the rate for grain to Liverpool from New York was less than one cent per bushel.

FIXED FREIGHT RATES to Argentina by the government have been removed and henceforth will be on a competitive basis. This releases a large number of boats to private owners, and will add to shipping facilities. London reports 167 boats returned by the government and there is a report that 213 boats are destined to Argentina, but the port of shipment, or return is unknown. No shipment of corn from Argentina to the United States has been reported except several cargoes for the Food Administration, which were for re-exportation to Europe.

JUDGE ROBERT S. LOVETT, who was director of capital expenditures of the McAdoo railroad administration, brushes aside as trivial the economies which are to be gained by the elimination of competition. Much of the progress made in railroading, he says, has been due to competition.

THE CANCELLATION OF "ELEVATION" as shown in Sup. No. 1 to circular No. 2197-G, Sup. No. 1 to circular No. 2247-F, Item No. 6-E, Santa Fe tariff No. 5588-J, Item No. 75 A, Santa Fe tariff No. 5702-E, Item No. 15 A, Santa Fe tariff No. 5760-G does not apply on grain or seeds on which the elevation service was begun before the effective date of the cancellation.

THE UNITED STATES SHIPPING BOARD is now prepared to give freight rates for all overseas traffic, both outward and inward bound, also thru rates from foreign markets via ports of the United States, or direct to all world markets in cargo or parcel lots. Forward quotations over the entire year will also be made for the purpose of facilitating American commerce and industry.

LINCOLN, NEB.—Two conflicting bulletins, both issued on the same day by R. H. Aishton, regional director of railroads, for the district including Nebraska, are puzzling the Nebraska Railway Commission. One advises local agents of a shortage of box cars and the other tells operating officials that there is such a surplus of box cars that the lighter cars should be shunted out of service.

A BILL for the private management of railroads under government supervision has been introduced in congress by Representative De Walt of Pennsylvania. The supervision would be exercised by a Sec'y of Transportation who would be a member of the cabinet. The United States would be divided into five separate regions, with a federally incorporated railway in each. Some suggestions of the railway executives are embodied in the bill.

MEMBERS of the Illinois District Traffic League have adopted resolutions asking the repeal of the anti-trust law and other similar legislation, and requesting that legislation in favor of the railroads be enacted. They want full authority given the interstate commerce commission covering all the activities of carriers. They also want state commissions retained. The Illinois Public Utilities Commission is asked to advocate the above mentioned points, in congress.

WITH THE EXTENSION of government control has come a general lowering of standards. The idea that pay has no necessary relation to performance has been given official sanction in the establishment of minimums representing the amount it was asserted a workman must have, in view of present cost of living. The same idea is at the base of all the Congressional opposition to time studies, bonus systems and other methods of establishing the right relation between wages and work done. The word efficiency has fallen into disrepute.—*Railway Age*.

THE CARGO OF BARLEY consisting of 239,000 bus. on the steamer *M. A. Reeb* from the Soo to Buffalo suffered greater damage than any other during the season, the result of the condition of the vessel. The amount arriving at Buffalo dry was only 24,000 bus. Sixty thousand bus. were thrown overboard at the place of detention. Seventy-five thousand bus. were lightered at the Soo and 80,000 bus. were re-conditioned at Buffalo.

RATE QUESTIONS, generally, were in no wise affected by the recent decision of the Interstate Commerce Commission ordering a revision of certain lumber tariffs. In thus upsetting rates prescribed by the director general, the commission reasserted its right to return transportation to a pre-war basis, the same as other industries are getting from under war conditions.

THE NORRIS GRAIN CO. has filed complaint with the Interstate Commission asking \$9,953.51 reparation of the Indiana Harbor Belt on account of unreasonable demurrage charges on inbound grain at Chicago. Seven other Chicago grain firms have filed claims for unreasonable demurrage charges on inbound shipments of grain. These charges were assessed during the car shortage a year ago when the elevator operators were unable to load or unload cars because the carriers refused to furnish empties for loading out, and is an unjust attempt to penalize the grain men for the railroads' own inefficiency.

CINCINNATI, O.—August Ferger, former pres. of the Ferger Grain Co., following a plea of guilty to five of the 20 counts brot against him in the U. S. District Court was fined \$1,000 and costs on each count by Judge Hollister. The company was indicted on a charge of obtaining rebates from railroads on grain shipments in violation of the Elkins Act. Since the court proceedings were instituted, the company has been reorganized and it is said that Ferger is now a paid employe in the concern. Ferger told the court that faulty bookkeeping was the cause of the transactions which resulted in the indictment.

GRAIN MOVED on the Great Lakes during the season of 1918 amounted to 87,409,900 bus. from Lake Michigan; 75,322,194, from Duluth and Superior, and 79,509,787 bus. from Fort William and Port Arthur, a total of 242,241,881 bus. Grain held for winter storage in vessels at unloading ports at the close of navigation, 1918, was as follows: Buffalo, 40,325,269 bus.; Port Colborne, 1,587,277 bus.; Georgian Bay and Goderich, 16,447,718 bus.; Erie, 3,403,462 bus.; Fairport, 1,917,006 bus.; Toledo, 207,000 bus.; and Detroit, 374,466 bus. a total of 64,262,198 bus. During the 1918 season of navigation Buffalo elevators unloaded out of vessels a total of 58,643,000 bus. leaving a balance to be held for winter storage of 40,325,269 bus.

AMONG THE QUESTIONS to be discussed at the fourteenth convention of the National Rivers and Harbors Congress, in Washington, D. C., Feb. 5, 6 and 7, are the following: Shall we have government control of railroads, return to corporate control, or some intermediate plan? In meeting water competition, shall railways be allowed to continue making extremely low rates to points on waterways while maintaining much higher rates to inland points; or be compelled to make the same rates when distances are the same, or shall they be allowed to make lower rates to waterway points than to inland points, providing the difference in rates for equal distances shall not be more than 20 or 25%? Shall control of waterways, as well as railways be given to the Interstate Commerce Commission; also shall the Commission be given authority not only to establish thru rail and water routes, but in addition to fix maximum and minimum rates?

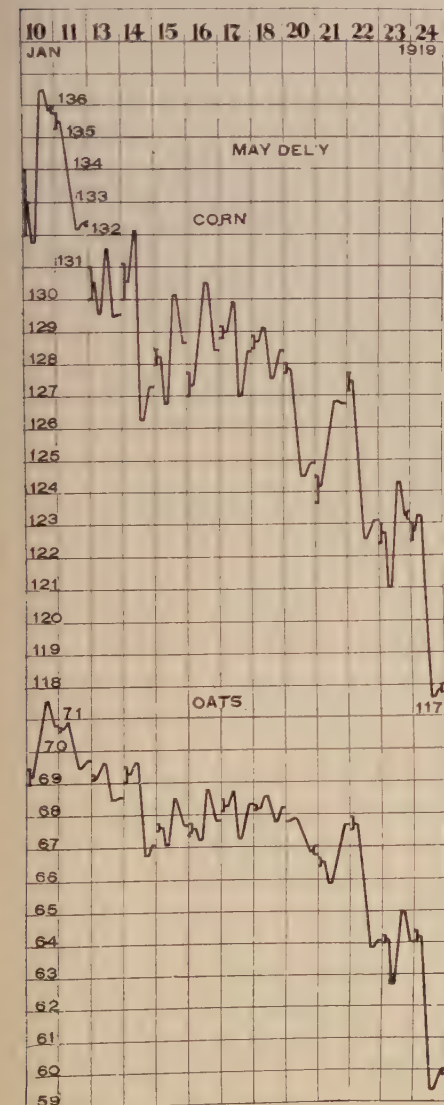
WALKER D. HINES, ass't general director of railroads, who has been appointed director general to succeed Wm. G. McAdoo, is one of the youngest railroad



executives in the country, being but 48 years old. He is a native of Kentucky. He was a court stenographer before he was 16. After working awhile, he re-entered school, graduating from Ogden College at Bowling Green. Later, he became secretary to the assistant chief attorney of the Louisville & Nashville Railroad at Louisville. He graduated in law from the University of Virginia. Then followed his appointment as assistant attorney, assistant chief attorney and finally vice president of the Louisville & Nashville. In 1904, he resigned to practice law in Louisville, but two years later moved to New York City. His election as general counsel of the Santa Fe followed and in 1908, he became chairman of the executive committee of the board of directors of that company. He continued his law practice until his election as chairman of the board of directors in 1916.

## Chicago Futures

Opening high, low and close on corn and oats for the May delivery at Chicago for two weeks past are given on the chart herewith.



## Protest Governmental Operation of Railroads.

The Kansas Grain Dealers Ass'n and the Topeka Board of Trade are decidedly opposed to Mr. McAdoo's five-year plan for Governmental operation of the railroads and have sent the following protest and recommendations to the members of both houses of Congress:

WHEREAS the Director General of Railroads has recommended a five-year experimental period of government operation which would merely continue the present intolerable conditions in peace times, and

WHEREAS the railroad executives have suggested that a Secretary of Transportation be added to the cabinet with absolute power over the railroads, thereby subjecting them to political influence continuously, and

WHEREAS the operation of the railroads by the government has proved very unsatisfactory to everyone, including the shipping, the traveling and the consuming public, as well as the railroad men and the owners thereof, and has resulted in ever advancing charges for transportation with little or no opportunity to be heard and the rendition on the part of the government of a constantly diminishing service, and the complete disruption of the great railroad organizations which were created to serve the people primarily, with only a constantly increasing deficit in the national railroad treasury to show for overturning the work of a generation, demonstrating clearly that government operation is not conducive to economic efficiency, therefore be it

Resolved, by the Kansas Grain Dealers' Ass'n that we urge our senators and congressmen to vote for the speedy return of the railroads to their respective owners, and be it further

RESOLVED that we recommend the prompt enactment of a law conferring upon the Interstate Commerce Commission, which is and has already been a non-partisan tribunal composed of highly trained men who are thoroughly competent to deal with the multifarious questions arising in the transportation field, the following powers to supplement those now conferred by statute:

First: Authority to supervise, regulate and control the issuance of all securities by the railroads and other common carriers under its jurisdiction.

Second: The right to determine the propriety of building new lines of railroad and the construction of all extensions. The law should require the railroad company desiring to build such new line, or extension to existing lines, to secure from the Commission a certificate showing that public convenience and necessity would be subserved thereby.

The railroads should be given the right to purchase parallel or competing lines whenever in the judgment of the Commission the public service would be improved thereby.

Third: Power and authority to compel the joint use of all tracks, terminals and equipment whenever public convenience would be promoted thereby, and to fix the compensation to be paid for such joint use. This should include power to compel the unification of terminal facilities whenever found advantageous.

The use of railroad property, such as right of way, etc., and the rental to be paid therefor, by shippers should be controlled by the Commission.

Fourth: Power to fix minimum as well as maximum rates. Today the commission can only fix the maximum. Unjust discriminations are created by reductions in rates as well as by advances.

Fifth: Authority to require the adoption and use of a scientific system of cost analysis.

Sixth: Jurisdiction to hear and decide all wage controversies between employees and the railroads with full power to compel compliance with its awards.

Seventh: Provision should be made that all intrastate rate questions should be first submitted to the state commissions with the right of an appeal to the Interstate Commerce Commission where rates fixed by state commissions would unjustly discriminate against interstate commerce, and the Interstate Commerce Commission should have the right to order the removal of any unjust discrimination in rates rules or regulations in such manner as it might find to be just and proper.

Where complaint is made to the Interstate Commerce Commission that existing rates unjustly discriminate against interstate commerce, the law should provide

that a representative of the state commissions interested shall sit with the representative of the Interstate Commerce Commission in all hearings relative thereto, and they shall render a joint tentative report of their findings to the Interstate Commerce Commission, copy of which shall be served upon all parties appearing at such hearings, with the right to all parties to be heard on such report.

The state commissions should continue to exercise full and complete jurisdiction over all intrastate service matters.

Eighth: The membership of the Commission should be increased sufficiently to enable it to handle the various phases of the jurisdiction conferred and in such manner as it finds best adapted to the different questions under its control.

SHIPMENTS of wheat flour to Cuba under individual export license will be permitted by the War Trade Board after Feb. 1.

APPLICATIONS FOR LICENSES to export oats and oat products to all countries except the United Kingdom, France and Italy will now be considered by the War Trade Board.

## Six States Balk at Increased Telephone Tolls.

The recent order of Postmaster General Burleson for an increase in telephone toll rates was the object of a vigorous protest by representatives of six public utilities commissions who met in Chicago Jan. 13. The conference will probably result in a test case in the courts now that the order has become effective. The increased rates averaging from 20 to 100 per cent were declared "unreasonable, excessive and discriminatory." The fact that the order gave no opportunity for public hearing was an added grievance.

The Illinois Commission will probably refuse the schedules of such telephone companies as have complied with the federal order, and, according to Thos. E. Dempcy, chairman, will return the schedules submitted on the ground that they have not been made out in legal form. Schedules properly made out will be suspended and filed for hearing. Mr. Dempcy also stated that hearings will be held to determine the reasonableness of the proposed rates and orders entered according to the resultant findings. In case of interference by the Postmaster General, the United States Attorney General will be asked to enforce the orders which will bring a legal test to the jurisdiction of the Illinois Commission.

The positions taken by the various commissions were embodied in resolutions. The Chicago Telephone Co., the American Telegraph & Telephone Co., and the receivers of the Central Union Telephone Co. have filed their new schedules. Besides the representatives of the Illinois Commission, the commissions of Wisconsin, Michigan, Indiana, Minnesota and Virginia, sent delegates.

The Ohio Public Utilities Commission has joined the ranks of the rebels who refuse to accept the proposed schedule of long distance telephone rates ordered by Postmaster General Burleson and declare that it shall not affect intrastate service in Ohio.

An order suspending for 150 days the enforcement of the telephone rates which would have become effective Jan. 21 under Postmaster General Burleson's ruling was entered Jan. 17 by the Illinois Public Utilities Commission. Companies affected are the Chicago Telephone Co., American Telephone & Telegraph Co., Southern Bell Telephone & Telegraph Co., Cumberland Telephone & Telegraph Co., and the Kinloch Long Distance Telephone Co. of Missouri.



# Grain Trade News

## ARKANSAS

Fort Smith, Ark.—Some Kansas City business men have bot the Hayes Grain Co. plant from I. H. Nakdimen, for \$25,000.

Little Rock, Ark.—H. K. Cochran put in three new legs, raised the cupola, added power shovels, Richardson Receiving Scales, etc. Kaucher, Hodges & Co. did the work.

Goodwin, Ark.—A rice elvtr. of wood construction, with gasoline engine power and a capacity of 20,000 bus. has been erected for Guy L. Clubb, by Kaucher, Hodges & Co.

Leachville, Ark.—We have given up the idea of building an elvtr. because of the failure of crops in this section. This makes it impossible to get grain.—George J. Schulte Co., St. Louis, Mo.

Hickory Ridge, Ark.—Plans for a rice elvtr. of wood construction, with gasoline engine power and capacity of 100,000 bus. for the Hickory Ridge Elvtr. Co. were prepared by Kaucher, Hodges & Co.

Fort Smith, Ark.—The Hayes Grain & Commission Co. has built a corn shelling plant with Richardson Receiving and Sacking scales, electric power and 6,000 bus. Kaucher, Hodge & Co. did the work.

Fort Smith, Ark.—The Durrett Flour & Grain Co. will enlarge the business since they have purchased the one-story building now occupied by the Cardin East Feed Co. J. H. Cardin will now be affiliated with the Interstate Grain Co., a new company.

## CALIFORNIA

Murrietta, Cal.—A. K. Small has succeeded H. E. Davis as sec'y to the Murrietta Valley Elvtr. Co.

## CANADA

Haultain, Sask.—The elvtr. of the Quaker Oats Co. was destroyed by fire with a quantity of wheat.

Toronto, Can.—The Eastern Canada Grain Dealers Ass'n held its first meeting Jan. 15 and elected officers.

Port Arthur, Ont.—The Northwestern Elvtr. Co., Ltd., has erected an elvtr. of 400,000 bus. capacity, electric power, with Canadian Pacific and Canadian National connections. The work was done by C. D. Howe & Co.

Toronto, Can.—J. C. McKeggie & Co. were granted the suit claiming \$1,051 from Quance Bros. of Delhi for breach of contract to accept delivery of three cars of rye. The defendants claimed that two of the cars were of inferior grade and that one was never delivered.

Toronto, Ont.—The farmers of Ontario on Jan. 15 presented a request to the Hon. A. K. MacLean, acting minister of trade and commerce, for the erection of a government elvtr. in Toronto. The representatives headed by Manly Doherty of the grain and seed trade and George Henry, minister of agriculture, stated this necessity for the purpose of establishing grades and rates of dockage and providing facilities for cleaning. The government promised consideration.

## WINNIPEG LETTER.

Trading was suspended for a moment Jan. 13, in commemoration of the death of James T. Scott, mgr. of the Federal Grain Co., which occurred Jan. 12.

A dividend of 8 per cent, amounting to \$83,264.80, was paid from the profits of the Saskatchewan Co-operative Elvtr. Co., the profits amounting to \$124,811.28. Grain handled during the year was, 25,994,552, thru elvtrs.; 1,071,709 bus. over platforms; a total of 27,066,261 bus. thru 298 elvtrs.

The earnings of the United Grain Growers of the Western Provinces amounted to more than \$3,000,000 during the year. Its total assets are \$8,359,000 and the reserve balance is about \$2,000,000. The subscribed capital stock of the company is \$2,891,000 with \$2,159,000 paid, which is an increase of \$330,000 during 1918.

## COLORADO

Daily, Colo.—The Farmers Union expects to either buy or build here.

Craig, Colo.—The Farmers Union has bot the elvtr. of the Yampa Valley M. & E. Co.

Denver, Colo.—E. Past of the Flanley Grain Co. of Omaha has been transferred to this office.

Boycro, Colo.—The Plains Grain & Produce Co. has succeeded the Theo. G. Frick Grain Co. which completed a new elvtr. in 1918.

Hugo, Colo.—The Plains Grain & Produce Co. now succeeds the Theo. G. Frick Grain Co. W. K. Fortune is mgr. of the elvtr. which the Theo. G. Frick Grain Co. completed in 1918.

Denver, Colo.—The many friends of T. D. Phelps will be pleased to know that he is still able to be up and about, but doctors threaten to take him to the hospital at first opportunity, after which he expects to be able to attend to business in his former good health.

Holyoke, Colo.—We have been granted a site for an elvtr. at this station and we expect to build in the spring. The elvtr. will be either concrete or cribbed and will be one of the best in this section for handling grain and seed.—Paul Reimer, mgr. Reimer-Smith Grain Co.

## IDAHO

Eden, Idaho.—The Farmers Milling Co. succeeds T. G. Wilson.

## ILLINOIS

Hillsdale, Ill.—I am successor to Butzer & Freis.—J. F. Butzer.

Sollitt, Ill.—Paul Kuhn & Co. had an elvtr. built by A. G. Boggess.

Weston, Ill.—The Weston Grain Co. has installed a Richardson Automatic scale.

Blandinsville, Ill.—W. Council is mgr. of the Blandinsville Farmers Elvtr. Co.

Atterberry, Ill.—We have just completed an elvtr.—Matt Colson, agt. McFadden & Co.

Arnold, Ill.—The Arnold Farmers Elvtr. Co., increased capital stock from \$7,000 to \$10,000.

Metcalf, Ill.—I am mgr. of the Farmers Elvtr. Co., succeeding G. B. Warren.—Ira A. Kidwell.

Chatsworth, Ill.—DeLaney & Fallon's elvtr., grain and coal business was sold to Koenig Bros.

Yuton, Ill.—A new 15 H. P. Fairbanks Morse Z-type engine has been installed by the Yuton Grain Co.

Fallcreek, Ill.—Repairs and a new addition to the plant of J. A. Hood have been made by A. G. Boggess.

Arthur, Ill.—One of the buildings of Paul Kuhn & Co. has been moved and repaired by A. G. Boggess.

Magnolia, Ill.—I sold my elvtr. to H. E. Hutton of Alden, Kan. He will take possession Feb. 1.—H. E. Jewell.

Catlin, Ill.—Fay R. Best of Danville will succeed John Zink as mgr. of the Farmers Elvtr. here. Mr. Zink is now mgr. of the elvtr. of the Farmers Grain Co. at Mansfield.

Cedar Point, Ill.—We have not yet sold to the farmers; however, such plans are now pending.—Bonges & Hatten.

Carrollton, Ill.—B. Dawson is mgr. of the Advance Mill & Elvtr. Co. succeeding Thomas C. Hussey, who resigned.

Rochelle, Ill.—P. R. Diederich, a prominent grain dealer, has been elected vice-pres. of the Rochelle Trust & Savings Co.

Cairo, Ill.—Lieut. Harry E. Halliday, Jr., recently discharged from the army, will be connected with the Halliday Elvtr. Co.

Cairo, Ill.—The annual meeting of the Board of Trade was held Jan. 21 at the Halliday House. A banquet followed the meeting.

Symerton, Ill.—John Hart, formerly bookkeeper with the Farmers Elvtr. Co. of Manteno, is now assistant mgr. of the elvtr. here.

Winnebago, Ill.—John McCormack was injured recently when he fell thru a hole in the elvtr. of the Winnebago Lumber & Grain Co.

Biggs, Ill.—The Farmers Elvtr. Co. incorporated; capital stock \$13,000, incorporators, Edmund Morgan, Martin Johnson and Geo. A. Biggs.

Danvers, Ill.—William Zurfus is now mgr. of the Farmers Elvtr. Co. He formerly operated elvtrs. at Randolph, Wapella and Heyworth.

Springfield, Ill.—The E. B. Conover, Inc., has dissolved. This company operated separately from the E. B. Conover Grain Co., which still exists.

Symerton, Ill.—The Florence Farmers Grain Co., incorporated; capital stock, \$25,000; incorporators, Pierce Carey, Stephen Tulley and William Nugent.

Woodland, Ill.—I am back again as mgr. for the Woodland Farmers Elvtr. Co. I took charge of the seeds and grain department Jan. 20.—O. H. Rosenberger.

Jonesboro, Ill.—A charter has been granted to the Union Grain & Milling Co. to erect a mill and elvtr. The old mill and elvtr. burned down some time ago.

Stonington, Ill.—Since I sold my elvtr. to Alyward & Zeigler I have become connected with the Weiler Grain Co. of St. Louis to which place I shall move.—B. F. Jostes.

Macon, Ill.—I will spend the winter at St. Petersburg, Fla., with my family after my retirement from the grain business in which I had been engaged 40 years.—R. B. Andrews.

Litchfield, Ill.—The Illinois Grain Dealers Ass'n held a meeting Jan. 16 in the office of Jas. E. Bennett & Co., for a discussion of the conditions affecting the grain trade.

Peoria, Ill.—The Board of Trade directors at a special meeting Jan. 14, fixed the assessment for 1919 at \$40 and voted that table rent should remain the same, \$150 per table.

Bluffs, Ill.—Bluffs Farmers Grain Co., incorporated; capital stock, \$11,000; incorporators, H. C. Knoeppel, Newton; J. Moore, Clarence McCaleb, Charles E. Merlis and Orion A. Woodson.

Tennessee, Ill.—H. W. Newland, who has had charge of the elvtr. for the Williams Bros., has bot that elvtr. and will operate it under his own name.—Farmers Grain, Fuel & Supply Co.

Sadorus, Ill.—I have sold the elvtr. which I purchased Jan. 1, from Chambers & Foote, to the Sadorus Grain & Coal Co., which was recently organized.—Arthur Goers, cashier Farmers State Bank.

Peoria, Ill.—The Farmers Grain Dealers Ass'n of Illinois will hold its annual convention in Peoria, Feb. 25, 26, and 27. The meeting promises to be a most interesting one as subjects of importance will be discussed and a large number of delegates is expected.



Stonington, Ill.—The elvtr. of B. F. Jostes & Co. has been sold to and will be operated by W. K. Zeigler and P. J. Alyward. The new firm will be known as Alyward & Zeigler. The elvtr. sold for \$30,000.

Macomb, Ill.—We have not installed new scales and engine as reported, but expect to put in a cleaner for handling clover and timothy seed as well as cleaning and separating other grains.—Farmers Grain, Fuel & Supply Co.

Piper City, Ill.—The Farmers Grain Co. has installed a new Richardson Compensating Automatic Scale in the elvtr., has put in two Kewanee Loading Spouts and contemplates building a new office in the spring.—C. J. Hupp, mgr.

Barnett, Ill.—G. W. Carrico is not allowed to sell his three elvtrs. to the farmers of this vicinity who were expecting to purchase them, until he pays the difference in the price he paid farmers for wheat and the price stated by the government. The new company was to be called the A. B. W. Community Co.

Peoria, Ill.—New officers of the Board of Trade which were elected Jan. 13, for 1919, are: A. W. Harwood, pres.; William S. Miles and F. L. Wood, vice-pres.; John R. Lofgren, sec'y.; William C. White, treas.; and the directors are: H. H. Dewey, A. G. Tyng, W. T. Cornelison, G. C. McFadden, E. R. Murphy, L. H. Murray, Louis Mueller, T. A. Grier, Gus Peterson, J. M. Van Nuys. The com'te of arbitration consists of J. C. Luke, J. A. Waring, and A. H. Kanne.

## CHICAGO NOTES.

John J. O'Brien is now with J. T. McLaughlin & Co.

E. A. Prager, formerly with J. P. Griffin & Co., has returned from service with the Marines.

The National Lead Co. of New Jersey has bot the plant of the Hirst & Begley Linseed Co. for \$106,576.

Jesse H. Ridge, recently mgr. of S. C. Bartlett & Co. of Peoria, Ill., has been elected treas. of the Bartlett, Frazier Co.

Captain J. E. McElroy, after service overseas, will return to 'change. Captain McElroy received a wound in his side and shrapnel in his hand.

The Board of Trade will vote on an amendment to prevent an employee of any member, firm or corporation from trading thru another member, firm or corporation without his employer's consent.

Lieutenant Harry H. Jackson, nephew of Howard B. Jackson, vice-pres. of the Food Administration Grain Corporation, was killed in France. Lieutenant Jackson was in the seventeenth aero squadron.

Equipment has been installed and work has begun on the trial of inspection of grain at the Chicago, Burlington & Quincy Railroad yards, instead of at the down town office. A state grain inspector is in charge and the receivers will get the grade a day earlier.

John Carden, of Brennan & Carden, died Jan. 14, after three weeks' illness with pneumonia. Mr. Carden was 63 years of age, and for many years had been a member of the Board of Trade. At one time he operated a malt house on his own account. He has two sons in the A. E. F. in France.

The Board of Trade bot \$177,800 of its bonds for 1918. This leaves \$532,000 in the hands of the public. The total assets are \$2,763,346. Bonded indebtedness is \$633,000. Notes payable, \$50,000. Taxes and interest on bonded indebtedness, \$71,323. The treasury report shows cash on hand \$37,279 against \$93,446, Jan. 7, 1918. The membership of the Board of Trade is two members less now than a year ago; the total now being 1,620. The death rate was exactly doubled, being 40 during 1918. No suits were filed during the year. Total grain and seeds weighed during 1918 is, 535,382,806 bus., 292,435 bus. of which was in cars and 79,168,756 bus. weighed into boats. There were 28,678 leaky cars and 16.2 per cent handled in bond compared with 16.3 per cent last year.

John R. Mauff was re-elected sec'y and Walter C. Blowney assistant sec'y of the Board of Trade. The com'tes appointed are as follows: Warehouse: Sullivan, Hales and Hudson. Grain: Hale, Adolph Gerstenberg, F. G. Winter, E. D. McDougal, R. A. Schuster, W. H. Perrine and E. M. Larson. Weighing and custodian: Andrew, Day and Bagley. To arrive grain com'te: J. A. Brennan, E. M. Combs, E. G. Coe, William Simons and G. A. Wegener.

The following are now members of the Board of Trade: W. L. Lyons, Jr., N. L. Ennis, H. A. Toof and Alfred Ettlinger. Those who have made application for membership are: J. P. Conley, C. M. T. Stevenson, Allan H. Crary, C. M. Hales, E. L. Roy, H. F. McCarthy, Sam Basserman, and N. J. Ennis. The names of Z. K. Waldron, M. L. Conley, George H. Clearman, and the estates of W. J. Kelley Jr., W. H. Bartlett, A. L. Flood, John J. Tracey were posted for transfer. Memberships are \$6,300 net to the buyer.

The following were recently elected to membership in the Board of Trade: B. F. Nyswerder and James E. Cagney. The following have applied for membership: W. L. Lyons, Jr., Alfred Attinger, A. J. Pollak and A. J. Carpenter. The memberships of C. F. Glavin, C. M. Finney and the estates of J. M. Kirby and K. G. Keen have been posted for transfer. A Board of Trade membership sold for \$6,375 on Jan. 6. The annual assessment for 1919 remains the same, \$75. The first installment is payable Mar. 1, a month earlier than usual.

## INDIANA

Berne, Ind.—The Equity Exchange will build an elvtr. here.

Geneva, Ind.—The Farmers Elvtr. Co. is erecting an elvtr.

Wilkinson, Ind.—I am successor to Kinder & Thomas.—R. H. Kinder.

London, Ind.—McCorkle & Riley have succeeded J. S. Sellers & Son here.

Lebanon, Ind.—The Lebanon Grain Co has filed final certificate of dissolution.

Knox, Ind.—I am considering the remodeling of my elvtr.—Guy M. Wells.

Frankfort, Ind.—The Vandalia Grain & Coal Co. is replacing its steam plant with electric motor.

Mellott, Ind.—McCardle & Page contemplate replacing their present plant with a modern grain elvtr.

Clark's Hill, Ind.—The elvtr. of the Davis Grain Co. was broken into recently but nothing valuable was taken.

Butler, Ind.—The Noragan & Son expect to repair their elvtr.—C. E. Wimer, mgr. Kraus & Apfelbaum, Auburn.

Chase, Ind.—It is reported that the farmers have bot Harmon & Benedict's elvtr. operated by the Chase Grain Co.

Reagan (Frankfort R. F. D.), Ind.—W. B. Foresmen bot the farmers elvtr. here operated by the Reagan Grain Co. for \$29,000.

Cambria, Ind.—We have purchased the elvtr. here and we handle grain, seeds, feed and coal.—Ruch Bros., R. R. No. 1, Frankfort.

Columbia City, Ind.—Kraus & Apfelbaum of Ft. Wayne will build a complete new elvtr.—C. E. Wimer, mgr. for Kraus & Apfelbaum, at Auburn.

Selma, Ind.—F. E. Haller of Eaton, who once owned a chain of elvtrs. thru this section, recently purchased the elvtr. and coal yard of Walter Small.

Atkinson, Ind.—Stemle & Co. has sold their elvtr. to Joe McConnell of Templeton and others. It will be operated by the Farmers Grain Co. Mr. McConnell will be mgr.

Sulphur Springs, Ind.—I have sold my elvtr. at this place to the Sulphur Springs Grain Co. Jan. 4. I shall move to Midletown where I will rest for a few months before going again into the grain business.—C. A. Warne.

The Ft. Wayne Elvtr. Co., incorporated; capital stock, \$15,000; incorporators, Walter Lasar, Martin F. Sheele and Glenn A. Smiley.

Griffin, Ind.—Price's Elvtr. & Grain Co. will install a power corn grader and separator for taking out cracked corn, small and round grains, and separating all kinds of corn.

Earl Park, Ind.—Roy Wilkinson, mgr. of the Wolcott Grain Co. has bot Mr. Rupes' interest in the Flynn Grain Co.'s elvtr. and will move here and manage the business.

Crawfordsville, Ind.—We will install electric motors in our elvtrs. at Wingate, Ash Grove, Battle Ground, Smithson, Reynolds and Francisville.—Crabbs Reynolds Taylor Grain Co.

Evansville, Ind.—William Rahm, "the corn king of the Lower Ohio" and for many years in the grain business, died recently. He was a native of Prussia, but came to this country when a boy.

Petroleum, Ind.—Arnold, Cline & Co. discontinued business last May due to the dismantling of the C. B. & Q. Railroad, which was the only railroad that reached that point.—H. C. Arnold & Son, Bluffton.

Franklin, Ind.—The Farmers Grain Co. has bot the 80,000 bu. elvtr. of Valentine & Valentine on the Penn. R. R. Possession will be given Feb. 1. The Farmers Co. now has paid in capital of \$125,000. A. C. Brock is mgr.

Boswell, Ind.—We have completed a new concrete elvtr. of 45,000 bus., two legs, Richard Automatic Scales, new office, and ten-ton auto truck scale. This elvtr. takes the place of our old one which we will take down in the spring. We will also erect coal bins.—Boswell Grain Co.

Greensburg, Ind.—John F. Russell was elected mgr. and pres. of the Garland Milling Co. at the annual election. G. B. Ayres was elected vice-pres.; George P. Shoemaker, sec'y.-treas.; Will Lanham, assistant sec'y.-treas.; C. P. Sterne, superintendent and Otto Howe, traffic mgr.

## INDIANAPOLIS LETTER.

H. S. Johnston is in charge of the branch office of the Sawers Grain Co. of Chicago, which was recently opened here.

Mrs. George C. Bosley, daughter of Charles B. Riley, sec'y of the Indiana Grain Dealers' Ass'n, and wife of former grain dealer of Milroy, Ind., died from pneumonia recently.

The following firms have been elected to membership in the Indiana Grain Dealers Ass'n: Onward Elvtr. Co., Onward; Tipton Elvtr. Co., Tipton; and the Sawers Grain Co.—Charles B. Riley, sec'y.

The legislative com'te of the Indiana Grain Dealers Ass'n met Jan. 9 to discuss with the state department of weights and measures, changes that are to be made in the bill establishing a system of certified weighmasters thruout the state. The representatives stated that as far as the milling and grain trade was concerned, there would be no objection. The legislative com'te agreed to the changes.

## IOWA

Hull, Ia.—The Farmers Elvtr. Co. is enlarging the office.

River Sioux, Ia.—I have moved to Hornick, Ia.—H. L. Schmitz.

Fenton, Ia.—August Ohm, who was mgr. of the Farmers Elvtr. Co., died recently.

Jesup, Ia.—C. A. Emerson's two elvtrs. were sold to a company of citizens and farmers here.

Bode, Ia.—The capacity of the Farmers Co-operative Elvtr. Co. will be doubled with an addition.

Sioux City, Ia.—An office in the Grain Exchange has been opened by the Van Dusen-Harrington Co.

Halfa, Ia.—Fred C. Petersen, who bot the elvtr. of Siler & McDonald, will take possession at once. A. W. Blanchard will continue as mgr. until spring. A coal business will be added to the firm.



Belmond, Ia.—The Farmers Elvtr. Co., which will build a 40,000-bu. elvtr., has let the contract for machinery.

Enterprise, Ia.—Joe Sterling, formerly mgr. of the Company Store, is now a member of the C. M. Nutter Grain Co.

Iowa City, Ia.—The Farmers Union of this county is planning to purchase the elvtr. of Katzenmeyer Bros. for \$25,000.

Maurice, Ia.—D. Vander Berg, mgr. of the Farmers Elvtr. Co., is now living in a beautiful residence erected by the company.

Whiting, Ia.—L. P. Coffman is now mgr. of the Elliott & McBeath Grain Co., succeeding E. L. Foss, who died of influenza Oct. 16.

Dumont, Ia.—We do not expect to build or make any additions or improvements to our elvtr. as reported.—E. Mail, mgr. Farmers Elvtr. Co.

Ritter, Ia.—A mgr. to succeed Mr. Arhens of the Farmers Elvtr. Co. has not yet been appointed. Mr. Arhens will engage in farming.

Manson, Ia.—E. M. Richards, traveling for J. P. Griffin & Co., has been informed of the death of his son, who was with the U. S. Marines, in France.

Hardy, Ia.—Charles M. Holland is mgr. of the new 30,000-bu. concrete elvtr. just completed by the Farmers Elvtr. Co. It will start operations at once.

Eagle Grove, Ia.—Mrs. E. H. Thompson, wife of E. H. Thompson, traveling grain solicitor for the United Grain Co. of Minneapolis, died Dec. 23 from influenza.

Stuart, Ia.—Elmer E. Lundstrom was caught on the shaft at the top of N. Wildman's elvtr. Jan. 18, whirled around and dropped 40 feet down the manlift shaft to instant death.

Sioux City, Ia.—Members of the Board of Trade and Hay Exchange have agreed to use the bulletin system instead of the phone and postal card system to inform when cars arrive.

Pisgah, Ia.—Tom McElwain, who was assigned to an elvtr. somewhere in Nebraska by the Nye-Schneider-Fowler Co., was suddenly sent here where he will manage their elvtr.

Redfield, Ia.—Chas. E. Mabbitt is now engaged in the grain business. G. W. Armfield no longer operates an elvtr. here. I am now mgr. of the feed department for a line of elvtrs.—O. J. Meredith.

Woodward, Ia.—I have sold my elvtrs. at Woodward and Moran to Stokely Bros., of Des Moines, who will take possession Feb. 1. I shall remain with the firm for several months, after which time I shall move to California.—A. A. Cook.

Burnside, Ia.—Norstrum & Son have dissolved partnership, F. E. Norstrum having purchased S. A. Norstrum's interest Jan. 2. We are almost charter members of the Grain Dealers Ass'n, having done business in this firm name since 1900 when we succeeded the firm of Rolfe & Norstrum.—F. E. Norstrum.

Newhall, Ia.—Charles Donels, formerly mgr. of the Shellsburg Grain & Lumber Co. for nine years, resigned from that position to engage in the grain business for himself. He will use the old canning company's scales and tracks.

Hornick, Ia.—I have resigned my position with the River Sioux Farmers Elvtr. Co. and am now agt. of the King Elvtr. Co. of Sioux City, at the Hornick office. J. F. Burns, their former agt., has resigned to go into farming.—H. L. Schmitz.

Masonville, Ia.—The Farmers Elvtr. Co. has built a new office, and storeroom for flour and feed. It reports handling \$300,000 during the year, or about \$25,000 per month, including 60 cars of hogs, 83 cars of grain, and 12 cars of grain so far this season.

Sioux City, Ia.—The Terminal Grain Corporation has purchased 15 acres at the intersection of the Great Northern Railway and Fourteenth street. This tract provides for extensive additions to the plant, and gives a connection to all lines entering Sioux City.

Des Moines, Ia.—Arch MacFarland of Waterloo was elected speaker of the house, where his knowledge of public highway matters will be of much importance to the bill for a \$50,000,000 bond issue for roads. The plan is, that the bond issue shall be paid off from the proceeds of increased automobile tax. The expenditure includes trunk lines.

## KANSAS

Stafford, Kan.—The Stafford Grain & Supply Co. has installed a motor.

Wakefield, Kan.—Jos. Ginrich, pres. of the Farmers Elvtr. Co. died Dec. 24.

Fredonia, Kan.—Hampton Bros. have increased the capacity of their elvtr.

Wheaton, Kan.—The farmers of Wheaton are discussing the erection of an elvtr.

Lindsborg, Kan.—Jim Kennedy succeeds Lee Miller as mgr. of the Farmers Union Elvtr. Co.

Williamsburg, Kan.—The Star Grain & Lumber Co. will build a new elvtr. here.—G. A. McIntosh.

Homewood, Kan.—The elvtr. of the Star Grain & Lumber Co. has just been completed.—G. A. McIntosh.

Hutchinson, Kan.—George W. Hern of the Hern Milling Co., operating an elvtr., fell and fractured his arm.

Lamont, Kan.—The farmers are organizing and will build an elvtr. along the M. O. Pac. RR.—E. Bennett.

Norwich, Kan.—The new office and warehouse of the Farmers Co-operative Elvtr. & Supply Co. is now completed.

Le Loup, Kan.—There was a big loss in wheat last year on account of bag shipping to the west coast.—H. W. Deutcher.

Le Loup, Kan.—The elvtr. of the Star Grain & Lumber Co. is now complete. It is a modern structure.—H. D. Deutcher, mgr.

Solomon, Kan.—E. A. Libby, employed by the Farmers Elvtr. Co., was killed instantly when he was caught in the machinery.

Lasita, Kan.—The Lund Grain & Mercantile Co. has succeeded the firm of F. J. Lund. The firm was one time known as Wilson & Lund.

Kincald, Kan.—We will build a small concrete elvtr. immediately, but plans will not be definitely decided for a few days.—Hensley & Brosius.

Galena, Kan.—The Galena Mill & Elvtr. may be turned into a flour mill since it was purchased by H. L. Jaqueth and H. F. Scheurich, from N. J. Ryan.

Wichita, Kan.—Albert J. Schmitz, formerly of the Wichita Grain Exchange, died of pneumonia. Mr. Schmitz was also formerly associated with the Mid-West Grain Co. of St. Joseph, Mo.

White Cloud, Kan.—E. G. Powell is managing the Aunt Jemima Co.'s business here, since the company's elvtr. at Wilson, Kan. has been closed for the winter.

Topeka, Kan.—A branch office has been opened in the New England building by the McClure Grain Co. of Hutchinson. F. W. Comfort, elvtr. owner of Cawker City, is mgr.

Salina, Kan.—The Weber-Freeman Milling Co. has changed its name to Weber Flour Mills Corporation because Mr. Freeman has retired from the business. J. Lynch is mgr.

Lewis, Kan.—E. M. Black, formerly mgr. of the Farmers Co-operative Grain & Livestock Elvtr. Co. and the first sec'y of the Farmers Grain Dealers Ass'n of Kansas, will travel this state for the Thresher-Fuller Grain Co.

Richter, Kan.—F. L. Samson, E. A. Parks, and J. S. Brunner have organized a Farmers Co-operative Grain & Mercantile Co. which has purchased the Richter Elvtr. of W. S. Williams of Ottawa. Application has been made for a charter. It has been incorporated for \$5,000.

Princeton, Kan.—We have completed our elvtr. The machinery was installed by W. C. Bailey. It has Hall's Distributor and Boot, Union Iron Works Sheller and Cleaner, and a man lift. R. B. Sickler is now filling the place vacated by Mr. McGee.—Star Grain & Lumber Co.

Herndon, Kan.—The farmers and merchants of Herndon, who recently organized, purchased the Beaver Valley Roller Mills and they will continue to operate under that name. The officers are: Paul Gotti, pres.; John Franke, sec'y-treas., and Peter Wenzel, miller. The company has a capital stock of \$20,000.

Moran, Kan.—Since the dissolution of the Moran Grain Co. E. N. McCormack has become owner of the interests of E. I. Hammel here and of the Bayard Grain Co. at Bayard. The Farmers Union is contemplating purchasing the elvtr. owned by the Moran Grain Co. but if they do not, and Mr. McCormack keeps it, he will make a number of improvements.

Sublette, Kan.—The Farmers Co-operative Union has sold the elvtr. and business to E. H. Elliott and four others and is now known as the Sublette Grain & Elvtr. Co. W. L. Cannon, mgr. of the Ingalls Co-operative Exchange, will be mgr. of the new firm, Feb. 15. Officers elected are: M. K. Krider, pres., F. E. Murphy, treas., Frank McCoy, sec'y., E. H. Elliott, general mgr., and W. L. Cannon, local mgr.

Galatia, Kan.—I began handling the local crops as soon as the railroad was completed by the Santa Fe Railway Co. in September. The company has three elvtrs. operating, having 12,000 bus. capacity. There are two more elvtrs. under construction, the Farmers Union, which is erecting one of 20,000 bus., and the Bennett Commission Co. of Topeka, one of 10,000 bus.—W. A. Milberger, agt. for the Wolf Milling Co.

Topeka, Kan.—The Kansas Highway Commission is working for changes in the road and bridge laws, which will empower the state to aid in the good-roads program. The commission anticipates a decrease in the number of electric lines with the development of motor transportation, and urges that weight of cargoes on trucks shall be limited and some laws made about width of tires. Better salaries for road experts is advised also.

## KENTUCKY

Lexington, Ky.—The Lexington Roller Mills have let a contract to the Burrell Engineering & Constr. Co. to erect a 200,000 bus. additional storage plant. Work will begin at once.

Evarts, Ky.—The Evarts Wholesale Feed & Grain House will construct a mill building 50x100 ft. which will cost \$3,500. The contract has not yet been let. B. M. Williams is pres. and mgr.



Bill your next Car of Grain  
to  
**HENSEY & OWEN**  
GRAIN COMMISSION  
MILWAUKEE



Louisville, Ky.—The elvtr. of the H. Verhoeff Co. was completely destroyed by fire Jan. 20. The fire loss was approximately \$200,000. Corn and oats amounting to 80,000 bus., valued at \$110,000, were destroyed. The elvtr. was built in 1873 by the late Henry Verhoeff. The loss to the H. Verhoeff and surrounding buildings is approximately \$435,000.

## LOUISIANA

New Orleans, La.—W. L. Richeson, formerly chief grain inspector and weighmaster of the New Orleans Board of Trade, but for the past year local manager of the Wheat Export Co., was unanimously elected a director of the New Orleans Board of Trade to serve two terms, years 1919 and 1920. This tribute to Mr. Richeson by the New Orleans Board of Trade will undoubtedly prove of much interest to his many friends in the grain trade.

## MARYLAND

Baltimore, Md.—The name of Samuel W. Lippincott is posted for application for membership to the Chamber of Commerce. Mr. Lippincott is pres. of The Terminal Warehouse Co.

Baltimore, Md.—The office hours of grain elvtrs. under the 8-hour law will be, for Mount Clare, (B. & O.) and No. 2 Jail Yard, (Penna. R. R.) for delivery of grain, from 8 a. m. until 4:30 p. m. For Baltimore & Ohio, Western Maryland & Penna. R. R.'s export elvtrs. office hours from 8:30 a. m. to 5 p. m.

Hagerstown, Md.—The grain elvtr. owned by Hamilton Shaffer, Capland, the Baltimore freight warehouse, three adjoining buildings and a stable burned Jan. 5. The entire loss is estimated at \$15,000. The grain storage contained 40 tons of mill feed, about 400 bus. of wheat, carload of hay, a carload of ground lime, a large quantity of corn and carloads of cement.

## MICHIGAN

Kent City, Mich.—We may put in a line of grinding machinery in another year.—Kent City Produce Co.

Detroit, Mich.—The National Hay Ass'n and the Michigan Hay & Grain Ass'n will jointly hold a convention at the Statler hotel July 15-18.

Muir, Mich.—The new feed mill being built to the elvtr. by H. J. Scott, is about completed. It has a new 25-horse power kerosene engine. O. M. Scott is prop.

Falmouth, Mich.—The McBain Grain Co. sold out to the Falmouth Produce Co. Oct. 1. The capacity is 10,000 bus. and we handle all farm produce.—Jno. G. Schepers, mgr.

Battle Creek, Mich.—L. E. Osmer, formerly with Fred Welch of Ossow, Mich., will be associated with us and will have charge of the jobbing department.—Carpenter Grain Co.

Grand Rapids, Mich.—The Watson Higgins Milling Co. has opened a cash grain department in addition to its regular business. A. N. Sheffield is in charge.—Watson Higgins Milling Co.

Lansing, Mich.—The Young Bros. Hay Co. brot suit against McQuinn & Currus, Cincinnati, O., for \$3,571.20, claiming that the defendant contracted for 50 cars of hay, of which he accepted only 18.

Port Huron, Mich.—Rosenbaum Bros. are operating the Grand Trunk elvtr. here. The weighing at this point is done under the supervision of the Board of Trade and inspection by a licensed inspector.

## MINNESOTA

Beardsley, Minn.—The Farmers Elvtr. Co. will install a feed grinding plant.

Willmar, Minn.—A 70x100-ft. warehouse will be added to the plant of the Willmar Farmers Co-operative Co.

Battle Lake, Minn.—The Battle Lake Milling Co. has installed a Howe Dump Scale with full platform dump.

Goodridge, Minn.—G. W. Hunt of Sunbeam is introducing plans to the farmers here for erection of a grain elvtr.

Judson, Minn.—The Commander Elvtr. Co. has installed a corn crib and is buying corn in addition to small grain.

Marshall, Minn.—N. H. Mongeau, formerly mgr. of Wollin & Ehlers, is now mgr. of the Marshall Milling Co. elvtr. here.

Franklin, Minn.—The property of the Farmers Elvtr. Co. which was destroyed by fire last June was sold at auction recently.

Callaway, Minn.—Farmers held a meeting Dec. 20 to discuss a Farmers Elvtr. Co. and the organization of a co-operative company.

Duluth, Minn.—John Washburn of the Washburn-Crosby Milling Co. has purchased the Board of Trade membership of W. H. Dunwoody.

Raymond, Minn.—William Lembke has purchased the Farmers Elvtr. Co. The Farmers Elvtr. Co. has leased the warehouse of Lembke.

Duluth, Minn.—H. A. Starkey was elected pres. and G. H. Spencer vice-pres. and sec'y. of the Consolidated Elvtr. Co. at a meeting held in N. Y.

Cleveland, Minn.—The Commander Elvtr. Co. of Minneapolis erected a 20,000-bu. elvtr. using motor power. It was built by the Hickok Construction Co.

Duluth, Minn.—George F. Foster, representative of H. L. Hankinson at the Board of Trade, was married to Miss Grace Lambert of Duluth, Jan. 21.

Clara City, Minn.—The Farmers Elvtr. Co. has purchased the Northwestern Elvtr. here, which gives room for 80,000 bus.—H. Marquardt, mgr. Clara City Farmers Elvtr. Co.

Houston, Minn.—The Houston Co-operative Elvtr. Ass'n is installing a new cleaner and has installed a new electric motor to run the mill, and electric light.—R. V. Waddell, mgr.

St. Joseph, Minn.—Fred P. Schroeder, who was buyer for several years for his father, F. J. Schroeder, is now mgr. of the St. Joseph Milling Co., which bot the mill from Mr. F. J. Schroeder.

St. Paul, Minn.—The officers recently elected by the St. Paul Milling Co., which has built an elvtr. and mill, are: H. F. Fleming, pres.; W. J. Jameson, vice-pres.; William F. Kelm, treas.; and J. F. Diefenbach, sec'y and mgr.

Winona, Minn.—Elvtr. "F" owned by the Gould Grain Co. was destroyed by fire in December. The elvtr. was wooden and several large bins of screenings were lost. The elvtr. was once owned by the Northwestern and later the Dyer Co.

Duluth, Minn.—The old board of directors of the Board of Trade Clearing House was re-elected as follows: G. G. Barnum, J. F. McCarthy, G. H. Spencer, H. S. Newell, Thomas Gibson, W. J. McCabe and S. H. Jones. Franklin Paine was re-appointed mgr. and W. C. Johnson, assistant mgr.

Duluth, Minn.—James F. Barry is now representative of Jackson Bros. & Co. succeeding the late Alexander Guthrie. Mr. Barry was Mr. Guthrie's assistant at the Chicago house and has had 12 years' experience on the floor as agent of the Postal Telegraph and Western Union companies, at Duluth.

Owatonna, Minn.—W. E. Ditlevson who was mgr. of the Farmers Elvtr. & Mercantile Co. for seven years died of influenza recently. His assistant, George Baker, died a few days later, and the elvtr. was closed. A. C. Anderson of Hope, Minn., has been elected mgr. and the elvtr. was opened after two weeks.

## MINNEAPOLIS LETTER.

The McLaughlin Grain Co. has moved into new offices in the Chamber of Commerce building.

J. K. Elliott, formerly of the J. K. Elliott & Co., died recently.

The Midland Elvtr. No. 2 was declared "regular" under the regulations of the Chamber of Commerce Ass'n.

Noah Wenrick, formerly with the Wenrick & Mote Co., of Greenville, O., is now traveling representative for the International Sugar Feed Co.

Arleigh Russell Miller, assistant sales mgr. of the Russell-Miller Milling Co., died Jan. 5. Mr. Miller was the son of vice-pres. of the Russell-Miller Milling Co., grandson of the late John Russell.

The plan formulated by Charles M. Babcock, commissioner of highways, to be worked out by the senate com'te on public highways, provides for a state trunk highway system of 6,000 miles, the fund for which is to be derived from special tax on motor vehicles, the sale of bonds, and if necessary, a general property tax.

John B. Gilfillan, formerly with the Gilfillan-Remond Co., who just returned from Red Cross service in France, has been elected vice-pres. of the Scandinavian Trust Co. of N. Y. Mr. Gilfillan is the son of Judge Gilfillan, jurist and banker, and was in the grain business since 1900, with offices in the Chamber of Commerce.

When a purchase and sale of grain to go out of town is made on the floor after 11:30 a. m. week days and 11 a. m. Saturdays, it has been agreed by the Chamber of Commerce that the seller shall have the right to demand an advance from the buyer, provided the request is accompanied by documents passing title to the buyer and is presented during banking hours.

A. H. Poehler has posted request for transfer of his membership in the Chamber of Commerce, to E. E. Strouts, and W. C. Timmerman to Frederick P. Wheeler. A traveling license has been issued to F. C. Taylor, who represents the McCaull-Dinsmore Co. Emmet Sunwall, who represents the John Miller Co., and Lee Pemble, the Fraser-Smith Co., have applied for traveling license.

Receipts in this market during December, 1918, were: Wheat, 18,020,210; corn, 953,160; oats, 5,041,260; barley, 4,140,980; rye, 3,200,620 bus.; compared with wheat, 7,779,880; corn, 977,650; oats, 2,898,440; barley, 3,917,790; rye, 267,950 bus. for December, 1917. Shipments from this market were: Wheat, 5,903,030; corn, 613,870; oats, 5,145,230; barley, 2,132,770; rye, 412,050 bus.; compared with wheat, 2,157,430; corn, 630,700; oats, 4,564,170; barley, 2,103,280, and rye, 399,990 bus. for December, 1917.

## MISSOURI

Wyconda, Mo.—We are successors to I. M. Wells & Co.—Bertram & Sherwood.

St. Joseph, Mo.—Plans are being made for building a two story warehouse, by the Schreiber Hay & Grain Co.

St. Joseph, Mo.—The name of F. J. Holdredge, Jr., was posted for transfer of membership in the Grain Exchange to G. T. Hilts.

Charleston, Mo.—The Charleston Milling Co. and Brown & Defield have recently merged and are operating under the name Charleston Milling Co.

Bertrand, Mo.—We have just completed a new elvtr. of 20,000 bus. capacity equipped with a modern cleaner.—Bertrand Mercantile & Grain Co.

Sikeston, Mo.—We are in temporary quarters opposite our former offices in the Peoples Bank Building, which was destroyed by fire Dec. 29. There are no new elvtrs. contemplated at this time.—Sikes-McMullin Grain Co.

Ashburn, Mo.—The Frankford Elvtr. Co. and the Ashburn Milling Co. are not operating, as was erroneously reported in the Missouri list. There is only one grain elvtr. here. It is owned by Anderson, Gardner & Co., with headquarters at Louisiana, Mo., and it is operated by me.—W. E. Stephens.



Dexter, Mo.—Wilber Bowman will succeed Lee Bowman as mgr. of the Scott County Milling Co. Mr. Wilber Bowman is now mgr. of the mill at Sikeston, Mo.

Armstrong, Mo.—Stock for the erection of a new elvtr. to be built by the Liberty Farmers Club is being solicited by J. E. Walkup and John Snoddy. The company is to be incorporated with a stock of \$50,000.

#### KANSAS CITY LETTER.

Thomson & McKinnon have installed a private wire in their office in the Board of Trade building.

The Board of Trade by 74 to 12 voted to reduce the commission charge on shipping sales of wheat from one per cent valuation to a maximum of  $1\frac{1}{2}$  cent, and a minimum of one cent a bu.

C. M. Hardenbergh, mgr. of the Southwestern Milling Co., lost his home when it was destroyed by fire Jan. 8. Mrs. Hardenbergh was burned slightly and five children were successfully lowered from windows.

The Kansas City Grain Clearing Co. have elected the following new directors: E. O. Bragg, pres.; W. C. Goffe, vice-pres.; C. W. Lonsdale, second vice-pres.; G. A. Moore, sec'y.; B. C. Moore, treas.; G. G. Lee, mgr.

The R. E. Kidder Flour Mills Co. has sold the site and buildings which burned some time ago, to the Kaul Milling Co., which is also operating mills at Glen Elder and Simpson. A 1,500-bbl. flour mill will be started at once.

A. C. Boyer, of the grain trade for many years, has now taken over the C. A. Williams Grain Co. and will supervise the hay business of the firm. Mr. Williams will continue at the head of the organization and the grain department.

The Kansas City Board of Trade will vote February 1 on an amendment to the rules fixing a charge of  $\frac{3}{4}$ c a bushel for storing grain the first 10 days and one-thirtieth of 1c a day for each day thereafter. This will apply to elevators in both Missouri and Kansas. The object is to equalize the rate in the two states.

The Hay Dealers Ass'n has re-elected B. F. Tyler as president, for the thirteenth time. N. C. Campbell, retiring vice-pres., was elected second vice-pres. and E. B. Bruce vice-pres. The board of directors consists of: William North, B. M. Huffine and G. E. Curtis. The arbitration com'tee: J. C. Glover, J. D. Cole and L. E. Eades.

The Board of Trade installed new officers and directors Jan. 15. They are: Guy A. Moore, pres.; E. D. Bigelow, sec'y, twenty-third term; H. F. Hall, treas.; James Russell, chief grain sampler. Standing com'tees for 1919 are: W. B. Lathrop, chairman of transportation com'tee; C. W. Lonsdale, C. M. Hardenbergh, H. J. Diefenbaugh and O. A. Severance.

#### ST. LOUIS LETTER.

Louis Kohlbray, at one time a member of the Merchants' Exchange, died recently.

Logan M. Baxter was married to Miss Ruth Fleming of San Antonio, Tex. Jan. 22.

The Missouri Grain Dealers Ass'n will hold the annual convention in St. Louis, Feb. 20 and 21.—D. L. Boyer, sec'y.

Dennis B. O'Connell, formerly with T. E. Price & Son opened offices in the Pierce building as representatives of F. S. Lewis & Co., Chicago.

At the annual meeting of the St. Louis Grain Club Marshall Hall was elected pres., W. K. Stannard, vice-pres., and W. B. Christian, sec'y and treas.

William C. Engle, of the J. H. Teasdale Commission Co. and Benjamin A. Gilliland of the Parrott Day Co. have made application for membership in the Merchants' Exchange.

Two members of the Board of Trade honorably discharged from the Army, Captain John Fowler, of the Fowler Commission Co. and Charles C. Dayton, of the Frisco Elvtrs., have resumed their duties.

The following have made application for membership in the Merchants' Exchange: Hugh Harris, William C. Engle and Melton W. Spilker. The memberships for sale are: O. Herf, Otto J. Schultz and Julius Schurmann.

The membership of the St. Louis Merchants' Exchange during 1918 has decreased from 902 to 833, a decrease of 69. This is due to 50 memberships purchased and canceled; 15, deceased; resigned, one; and three forfeited for nonpayment of dues.

James A. Hooke, director of public utilities, met with members of the St. Louis Grain Club, St. Louis Millers' Club, the Merchants' Exchange and representatives from the banking interests, to discuss a municipal concrete elvtr. The elvtr. contemplated will be of 1,500,000 bus. capacity. A com'tee was appointed to work with city officials on a bond issue.

The \$5 per car rate for switching grain products, which was to go into effect Jan. 11, has been canceled by the Terminal Railroad Ass'n. This provides, that all cars held at the terminal team tracks for inspection, may after such inspection and sale, be reconsigned to points out of town without charge for reconsignment. If reconsignment requires the car to be switched to some other locality in St. Louis or East St. Louis, only the regular switching rate will have to be paid.

The directors of the Merchants' Exchange have adopted a resolution that "Section 12 of rule 4 is suspended as to the minimum rate of commission for the sale of bulk wheat, only, provided that on all sales of bulk wheat consigned on and after Jan. 20, 1919, the minimum rate of commission to non members shall be one per cent, but not less than one and one-half cent per bu., but in no case less than ten dollars per car, and that in addition there shall be charged the marketing expense, as provided in the commission rule."

At the annual election of the St. Louis Grain Club, a com'tee was appointed to work for an appropriation to build municipal elvtrs. to be included in the proposed bond issue. The com'tee: John L. Messmore, chairman, E. C. Andrews, F. B. Chamberlain, George F. Powell and R. H. Pendleton. The new officers elected are: Marshall Hall, pres.; Alex. Harsh vice-pres.; Wilbur Christian, sec'y.; executive com'tee: Cary Bacon, John H. Herron, O. J. Wooldridge, Robert Deibel and F. B. Chamberlain. New members are: B. J. McCauley, L. Ray Carter, William T. Hill, C. H. Caldwell and W. J. Rudd.

#### MONTANA

Townsend, Mont.—J. R. Walkins is managing the State Elvtr. Co. here.

Billings, Mont.—The Treasure State Grain Co., incorporated; capital stock, \$50,000.

Livingston, Mont.—The Park Milling Co. will increase its capital stock from \$50,000 to \$100,000.

Wibaux, Mont.—The Grain Grower Co-operative Elvtr. Co. has closed its plant.—A. J. Foss.

Red Lodge, Mont.—Slight loss ensued when the elvtr. of the Treasure State Grain Co. burst.

Roundup, Mont.—Olaf Jensrold is mgr. of the Farmers Elvtr. Co. and not C. L. Jones as was erroneously reported.

Stanford, Mont.—After making an assessment of 100 per cent, the Farmers Elvtr. Co. has had to abandon the business.

Poplar, Mont.—Thomas Campbell and C. J. Belsecker of the Montana Farming Corporation have let a contract for the building of a 10,000-bu. seed grain house on their land.

Dillon, Mont.—Since the Grain Grower Co-operative Elvtr. Co. has closed the plant at Wibaux, Mont., I have accepted a position with the Beaverhead Co-operative Co.—A. J. Foss.

Nora, Mont.—The Nora Farmers Elvtr. Co. is being managed by A. W. French, formerly department grain commissioner at Helena.

Box Elder, Mont.—The Farmers Co-operative Ass'n. is not operating now. The Cowan & Son is the only elvtr. now running.—O. W. Bowers.

Reed Point, Mont.—Application for a lease has been made by the Occident Elvtr. Co. for the erection of a 40,000-bu. elvtr. flour storeroom and coal sheds.

Antelope, Mont.—The Antelope Farmers Grain Co. has let the contract for tearing down the old elvtr. and erecting a new 40,000-bu. one, to Christenson & Tokle.

Reed Point, Mont.—Mr. Walrath, pres. of the Montana Equity Elvtr. Co., Great Falls, presided at the annual meeting of the Farmers Elvtr. Co. of this place, where a discussion was held on the expense of erecting a 40,000-bu. elvtr. with modern equipment. Com'tees were appointed and will meet later to vote on the proposition of the two companies merging.

#### NEBRASKA

Douglas, Neb.—The Farmers Elvtr. Co. recently increased its capital stock 100 per cent.

Leigh, Neb.—Nye-Schneider-Fowler appointed Herman Mamel as mgr. to succeed Frank Franzen.

McCook, Neb.—A. Sigwing has succeeded R. A. Green as our mgr.—McCook Equity Exchange.

York, Neb.—The Shannon-Stockman Grain Co. has closed business here and moved to Hastings.

Duncan, Neb.—Lindley Mandenhall has succeeded Henry Rose as local mgr. of the T. B. Hord Grain Co.

Table Rock, Neb.—Mr. Gibbs will succeed Glen Martin as mgr. of the Central Granaries Co. Feb. 1.

Huntley, Neb.—Milt Fuesner is mgr. of the Farmers Elvtr., succeeding J. A. Brown, who resigned.

Lincoln, Neb.—To the list of Nebraska Grain Elevator Operators should be added the Lincoln Grain Co.

Oshkosh, Neb.—Ralph Naslund will be mgr. of the Farmers Elvtr. Co., succeeding A. R. Barnes, who resigned.

Dunning, Neb.—Clark G. Hankins is now mgr. of the new Farmers Elvtr. Co., looking after the buying and selling.

Gresham, Neb.—C. L. Gilbert of Waco has succeeded C. E. Trump, who resigned as mgr. of the Gresham Grain Co.

Wymore, Neb.—C. E. Trump of Gresham will have charge of the elvtr. and coal business of the Central Granaries Co.

Omaha, Neb.—Mrs. Albert Hedelund, wife of Albert Hedelund of the United Grain Co., died from influenza Jan. 16.

Dakota City, Neb.—I have left my position as agt. for the Slaughter-Prescott Elvtr. Co. at Sholes, Neb.—Herman Foley.

Tecumseh, Neb.—After 30 years of ownership, L. S. Chittenden has sold his elvtr. and business to W. E. Evans of Barnston.

Verona, Neb.—John Crane had to resign his position as mgr. of the Farmers Union Ass'n because he could find no boarding place.

Thayer, Neb.—At the annual meeting of the Farmers Grain Ass'n it was voted to build a 30,000-bu. concrete elvtr.—Melvin G. Koons, mgr.

Wilber, Neb.—The Wilber Mills will complete their dam and double turbine power plant in the spring.—W. D. Russell, mgr. Farmers Elvtr. Co.

Kenesaw, Neb.—L. M. Robinson has purchased the interests of Owen Whitely, pres. and mgr. of the Whiteley Milling Co. Mr. Robinson will manage the business and Mr. Whiteley will travel for a mill machinery firm.



Blue Springs, Neb.—William Graig, said to be the oldest elvtr. man in the U. S., was again elected mgr. of the Blue Springs Elvtr. Co. at the annual meeting.

Omaha, Neb.—W. B. Young, who was recently discharged from the army, has again taken up his duties in charge of the office of the Vanderslice-Lynds Grain Co.

Bridgeport, Neb.—The Bridgeport Lumber Co. will install a feed grinder in their new elvtr. Millett & Smith have a shovel house at this station.—Bridgeport Lumber Co.

Ravenna, Neb.—The Ravenna Mills plans to erect a 50,000-bu. concrete, reinforced elvtr. soon. The company just completed one of that capacity the past year.

Hubbard, Neb.—The Hubbard Farmers Supply Co., incorporated; capital stock, \$20,000; incorporators, George Timlin, pres.-sec'y., Fred Bartels, Brown Palmer, John Feller, treas., and Samuel Fox.

Houston, Neb.—Melvin G. Koons & Son have bot the residence and elvtr. site of the Updike Grain Co. A new elvtr. will be built on the site where the old one burned. Homer J. Koons will be mgr.

Beatrice, Neb.—Plans for the organization of a farmers elvtr. company were discussed at a meeting Jan. 11. It is proposed to raise not less than \$15,000 to either erect a new elvtr. or buy one of the old ones.

Elgin, Neb.—At the annual election of the Elgin Elvtr. Co. a com'te was appointed to receive the proposition which will be made by the Farmers' Union which wants to purchase the elvtr. and business of the Elgin Elvtr. Co.

Lincoln, Neb.—We are just completing an addition to the top of our elvtr. in which we will install a Monitor Separator to clean 3,000 bus. of wheat per hour. We are also installing a manlift in the elvtr.—Gooch Milling & Elvtr. Co.

Murray, Neb.—The following officers were elected Jan. 20 by the Farmers Elvtr. Co.: C. D. Spangler, pres.; G. M. Minford, vice-pres.; W. H. Puls, treas.; J. R. Vallery, Henry Creamer and Charles Troop, directors. No mgr. has yet been named.

Colon, Neb.—The elvtr. of the Nye Schneider Fowler Co. burned Jan. 7 causing a loss of \$5,000, which is covered by insurance. A small quantity of corn was destroyed, but the office and lumber sheds were saved. The company will rebuild at once.

Columbus, Neb.—We have erected in the place of our old elvtr. a new 35,000 bus. house, entirely concrete, bin hoppers, superstructure cribbed, modern in all respects, power unloading shovels, direct loading spout, cleaners, auto dumps, etc.—Columbus Roller Mills.

Blue Springs, Neb.—The farmers are discussing the building of an elvtr. on the Burlington R. R. If the plan goes thru, it will be under the same management as the one already existing on the U. Pac. R. R. a mile away.—William Craig, mgr. Blue Springs Farmers Elvtr. Co.

Schuyler, Neb.—Gerald Ehernberger was elected pres. of the Wells-Abbott-Nieman Co.; Arthur J. Stern, vice-pres.; C. J. Myers, sec'y. and treas., at the annual meeting Jan. 11. The York Milling Co. elected the following as officers on the same day: Gerald Ehernberger, pres.; C. J. Meyers, vice-pres. and W. J. Macartney, sec'y. and treas.

Omaha, Neb.—The Butler-Welsh Grain Co. recently organized is now a member of the Chamber of Commerce. H. A. Butler, the senior member of the firm, was formerly connected with the Dawson Grain Co. J. L. Welsh was representative for the Omaha Elvtr. Co. and later mgr. for the Vanderslice-Lynds Elvtr. Co. and was recently released from the army.

## NEW ENGLAND

New Bedford, Mass.—On Feb. 1, I shall move to my new elvtr. along the railroad, at the head of Earl street.—D. Harbeck.

Leominster, Mass.—J. Cushing & Co., grain, hay and flour dealers, have moved and have added a new office and store-room and elvtr. to the plant.

Brockton, Mass.—A slight fire was readily controlled which was caused by friction of the buckets running down the elvtr. leg of the Eastern Grain Co. plant, Jan. 7.

Newton, Mass.—Clarence L. Williams, senior member of the Williams-Donahoe Co., grain receivers, died from pneumonia Jan. 2. Mr. Williams was a member of the Boston Chamber of Commerce.

Franklin, Mass.—Walter Merrifield Fisher, died Dec. 31. Mr. Fisher was a hay, grain and lumber dealer and a member of the firm of E. L. and O. F. Metcalf which firm name is O. F. Metcalf & Sons.

Providence, R. I.—John D. Peck, one of the leading hay and grain dealers, died Jan. 6, after an illness of six months. He was nephew of ex-Governor John W. Davis and succeeded him in the hay and grain business, was head of the John D. Peck Grain Co. at Warren, R. I., and a member of the Chamber of Commerce.—S.

## BOSTON LETTER.

Henry L. Atwell, of the Park & Pollard Co., has made application for membership in the Chamber of Commerce.

Henry J. Murdock, formerly with Rugg & Murdock, is now in business under his own name, with offices in the Chamber of Commerce.

Boston, Mass.—The Rugg & Murdock Co. in which V. M. Mayo now succeeds Henry J. Murdock, will continue to operate under the same name.

The following officers were elected by the Boston Flour & Grain Club, which is composed of members of the Chamber of Commerce: Frank E. Sands, pres.; George W. Eddy, vice-pres.; Warren G. Torrey, sec'y-treas. The executive com'te consists of: Harry P. Van deBogert, Jr., Harry N. Vaughn, and the officers.

Dissension over the certificates of ownership of the Chamber of Commerce building brot a group of protesting grain men to ask action by their executive com'te, at a meeting Jan. 16. Led by Albert K. Tapper of Medford, a number of men appointed Harvey Pratt a counselor in protection of their interests.

## NEW YORK

New York, N. Y.—Edward Beatty, one of the most prominent members of the Produce Exchange, died last week.

Brooklyn, N. Y.—Charles Schaefer, head of Charles Schaefer & Sons died Jan. 17. Mr. Schaefer was a member of the N. Y. Produce Exchange.

New York, N. Y.—John A. Hamilton has become a member of the Shearson, Hammill & Co. and has applied for membership in the Produce Exchange. Mr. Hamilton has been affiliated with several prominent grain houses. He is a brother of Guy Hamilton, who was formerly mgr. here for Bartlett, Frazier & Co.

New York, N. Y.—Two thousand kiddies helped the members of the Produce Exchange to ring out the old year and ring in the new. Members had a large Christmas tree on the floor and a real circus, with acrobats and everything, which kept everyone at attention for the big climax, which was nothing more than George W. Blanchard, all dolled up like Santa Claus, acting as chief stocking dispenser. The stockings contained roller skates, games, tops, books and school bags, except for the crippled children, who received games, puzzles, and dolls.

## NORTH DAKOTA

Ross, N. D.—A cleaner and a feed mill have been installed by the Ross Farmers Elvtr. Co.

Bismarck, N. D.—The final ratification of the seven Nonpartisan amendments by the Senate Jan. 17 will permit the Nonpartisan league to carry into effect its whole program of state-owned elvtrs., flour mills, coal mines and packing plants.

Glenfield, N. D.—R. E. Olinger, formerly mgr. of the Farmers Elvtr. Co., died in service in France.

West Hope, N. D.—The elvtr. operated by Theo. Strand is closed for the season and Mr. Strand is managing the Imperial Lumber Yard.

Sykeston, N. D.—I am agt. for the Occident Elvtr. Co. and do not anticipate engaging in the grain business as reported.—D. C. Morrison.

Valley City, N. D.—Our new elvtr. is now complete. It is of concrete and steel construction, capacity 65,000 bus., motor driven, electric lighted, with 150-ton track scales, and Humphrey Employees Elvtr. It is used for car unloading and cleaning. The working and cleaning floor is at the top. This new elvtr. added to our two 50,000-bu. steel tanks and our old concrete house gives us a storage of over 200,000 bus. of wheat and a total of 21 bins. This is the last word in elvtr. construction and we believe that it is one of the best elvtrs. in the northwest. It was built by the Barnett & Record Co.—The Russell-Miller Milling Co.

## OHIO

Condit, O.—Farmers Co-operative Co. increased capital stock from \$20,000 to \$40,000.

Brookville, O.—J. A. Klepinger has bot the elvtr. of A. Schlientz and is now operating it.

Fremont, O.—The Fangboner Co. elected as treas. C. C. Wolfe, former mgr. of the Peoples' Elvtr. Co.

Spencer, O.—The Spencer Exchange Co. expects to install a new car loader, car mover and fire barrels.

Sullivan, O.—The Farmers Co-operative Exchange will take charge of the coal yards and the elvtr. at the B. & O. R. R.

Prairie Depot, O.—The Prairie Farmers Co-operative Co. incorporated; capital stock, \$25,000; incorporator, Geo. M. Nonemaker.

Circleville, O.—We are still operating the Williamsport elvtr. but have moved our main office to this town.—The Hefford Grain Co.

Harrison, O.—The Union Roller Mills, which recently bot the property of the George H. Frederich Distilling Co., plans to erect two large grain elvtrs. on the site.

Toledo, O.—Raymond Lipe, of the Raymond P. Lipe Co., will sail for England, Jan. 25, on the Adriatic, and will spend six weeks establishing a compressed hay business.

Findlay, O.—Plans for a new elvtr. to be erected by the Hancock Co-operative Elvtr. & Supply Co. are being discussed. The company did a gross business of \$300,000 in 1918.

Rogers, O.—The F. C. Binsley & Co. has just completed a new elvtr., equipped with gas engines, cleaners and all modern apparatus, which has a capacity of 20,000 bus. H. J. Walter is mgr.

St. Paris, O.—The Farmers Grain & Feed Co. incorporated; capital stock, \$10,000; incorporators, John C. Heaston, Garard G. Jones and William A. Nixon. It has bot the elvtr. of Lock Two Grain & Milling Co.

Toledo, O.—J. Geo. Graham and M. M. Day, vice-pres. of the Simons, Day & Co., were on the 'change floor Jan. 14 in connection with making application for the privilege of establishing a branch office on the floor.

Lakeville, O.—Plimpton, O., is no longer on the map. I have been an active partner with my father, J. W. Horn, for 12 years, having managed the business for five years. He has now retired.—H. Kay Horne, of the J. W. Horne & Co., formerly of Plimpton.



Cincinnati, O.—The following are the new directors for the Grain & Hay Exchange elected at the annual election Jan. 17: John De Molet and John Dorsel, for three year term, Redmond S. Fitzgerald, George Keller and Lyman Perin.

## OKLAHOMA

Beaver, Okla.—B. F. Kennedy is now mgr. of the Probst Grain Co.

Oklahoma City, Okla.—We have reopened our office and will make this our headquarters instead of Watonga where we own a mill and elvtr.—Marshall Grain Co.

Delaware, Okla.—We have built a new 8,000-bu. warehouse, electric power, to replace our warehouse which burned down Dec. 17. It was erected by the White Star Co.—W. H. Hellmuth, mgr. Lenapah Grain & Hay Co.

Oklahoma City, Okla.—A bill amending certain sections of the existing Workmen's Compensation Act is now being considered by the state legislature. A digest of the proposed changes appears on another page of this issue of the Journal.

Beaver, Okla.—We have added a new feed grinder to our elvtr. to supply the big demand for ground corn, maize and kafir and all our machinery is in excellent condition. Mr. Ives is assistant mgr.—Frank C. Smith, mgr. Beaver Equity Exchange.

## OREGON

Portland, Ore.—Home Guards were requested by Max H. Houser, federal grain administrator, to guard \$10,000,000 worth of government grain and flour stored in Portland docks which formerly had been guarded by troops which were sent to Camp Lewis.

## PENNSYLVANIA

Shippensburg, Pa.—The Shippensburg Elvtr. Co. which was formerly operated by W. H. Fogelsonger is now conducting a retail grain, flour and coal business.

### PHILADELPHIA LETTER.

William J. Koch, grain and feed merchant, is dead. Mr. Koch was a member of the Commercial Exchange for over 50 years.

Donald McKay, formerly with E. M. Richardson, is back in the grain business again after his discharge from the Naval Reserves.

William C. Walton, Jr., resumed business on the 'change floor after his discharge from the U. S. Army in the Forage Department.

Howard F. and William P. Brazer, Jr., have joined their father William P. Brazer, grain and feed broker, in business. The firm is now William P. Brazer & Sons.

## SOUTH DAKOTA

Forestburg, S. D.—L. C. Gibbs has bot the elvtr. of the South Dakota Grain Co.

Dallas, S. D.—J. E. Frescolen, mgr. of the Farmers Co-operative, resigned Jan. 1.

Rowena, S. D.—The Farmers Elvtr. Co. has installed a new Howe Scale and 10-h. p. Foos Oil Engine.

Firesteel, S. D.—Joe Holinka has succeeded Milo Cook, deceased, as mgr. of the Farmers Co-operative Elvtr.

Bruce, S. D.—Paul S. Walters, grain dealer, died from influenza after one week's illness. The elvtr. is closed.

Harrisburg, S. D.—The Farmers Elvtr. & Supply Co. expects to build a crib warehouse or a new elvtr. W. W. Thorpe, mgr., has resigned and will leave Mar. 1, to go farming.

Yankton, S. D.—Officers elected by the new Farmers' Union Co-operative Elvtr. Co. are: Charles Frick, pres.; William Nieland, vice-pres.; Dan Morrison, sec'y-treas.; and the mgr. B. F. Jacobs. Other associates are, James Fickes, H. W. Shippen and Frank Withee. All named are farmers in this vicinity.

Hecla, S. D.—The Hecla Co-operative Elvtr. has installed electric lights to light the inside and outside of the elvtr. using storage batteries charged when the engine is running.

Lemmon, S. D.—There was slight loss from the fire in the elvtr. of the Western Lumber & Grain Co. last month. The fire was caused by contact of old garments with the exhaust pipe.

## SOUTHEAST

West Palm Beach, Fla.—W. L. Brandon will construct an elvtr.

Green Cove Springs, Fla.—A 3,000-bu. elvtr. will be built by the Green Cove Springs Feed & Milling Co.

Atlanta, Ga.—W. L. Fain, who was head o\* and who organized the W. L. Fain Grain Co., died Jan. 4. His son in France and wife survive him.

Okolona, Miss.—Adams & Neubert have been expelled from membership in the National Hay Ass'n because they refused to arbitrate with a fellow member.

## TENNESSEE

Memphis, Tenn.—We have just completed the finest flour mill that money could buy.—John Wade & Sons.

Memphis, Tenn.—An addition of 20,000 bus. of storage for the Superior Feed Co. was built by Kaucher. Hodges & Co.

Nashville, Tenn.—We have just finished a large elvtr., one of the most complete and modern ones in the entire south, and designed for quick handling.—J. R. Hale & Sons.

Memphis, Tenn.—Election of officers for the Merchants' Exchange was held Jan. 11 with the following results: Pres. L. B. Lovett; vice-pres. L. P. Cook, of the grain trade; directors are: E. E. Anderson, G. E. Patterson, E. E. Buxton, S. T. Pease, A. C. Westervelt, M. M. Bosworth, W. C. Early, and W. E. Holt. Walter J. Fransioli will be re-elected sec'y at the first meeting of the board.

## TEXAS

Yoakum, Tex.—The Orth Milling Co. has changed its name to Yoakum Mill & Elvtr. Co.

Jericho, Tex.—The elvtr. of the Cozart Grain Co. was sold to W. P. Dial.—Bert Flint, mgr.

McLean, Tex.—The elvtr. of the Cozart Grain Co. was sold to W. P. Dial.—Bert Flint, mgr.

Palestine, Tex.—The Palestine Grain Co. chartered; capital stock, \$30,000, incorporators, W. H. Keller, W. L. Welburn and O. H. Plitts.

Cuyler, Tex.—There are two elvtrs. at this station, the A. Liske & Co. and C. B. Cozart Grain Co. Neither company has a man at this time.—W. E. Hickman, mgr. A. Liske & Co.

McKinney, Tex.—J. W. Webb, who was prominent in the grain trade for 25 years, died Jan. 1, after several weeks' illness. Mr. Webb was a distinguished citizen, having served on the school board for 20 years, an ardent church worker and the senior member of Hill & Webb.

## UTAH

Price, Utah.—The Farmers Mill & Elvtr. Co. has installed the machinery in the new elvtr.

Salt Lake City, Utah.—The Husler Mill & Elvtr. Co. will erect a plant of 1,000 bbls. of flour daily with a capacity for 250,000 bus. of wheat, which will cost \$300,000. Work will begin as soon as weather permits.

Salt Lake City, Utah.—The Utah-Idaho Millers and Grain Dealers Ass'n elected the following officers at the recent annual meeting: H. H. Blood, pres.; E. E. Rich, vice-pres.; Hyrum Bennion, Jr., sec'y; and J. H. Neville, treas.

## WASHINGTON

Walla Walla, Wash.—James Smith, grain dealer, Washington, died in Seattle Jan. 14 from injuries received in an auto accident last August.

Seattle, Wash.—Galbraith, Bacon & Co. have changed the firm name to Galbraith & Co. New officers for the year are: Walter E. Galbraith, pres., R. A. Galbraith, vice-pres., Wilson W. Austin, sec'y-treas.

Spokane, Wash.—E. M. Cardwell, district mgr. of the Pacific Grain Co. at Colfax since last July has been appointed mgr. of the Spokane office. Mr. Cardwell was formerly with the Farmers Warehouse at Almira.

Bellingham, Wash.—There are two carlot shippers here on the Northern Pac. R. R. and Great Northern tracks, the Albers Bros. Milling Co. and the Fisher Flouring Mills Co. of Seattle. J. A. Pease is mgr. of the grain and feed department of the latter; W. P. Fisher treas. and sales mgr.

Spokane, Wash.—The Centennial Mill Co. is working to complete plans for a 1,000,000 bu. terminal elvtr. which were interrupted by the war. G. I. Toevis is mgr. of the present mill and vice-pres. of the company which operates a chain of mills and warehouses at Portland, Tacoma, Seattle, Wenatchee, Rearden, Sprague, Ritzville and Spokane.

## WISCONSIN

Boyd, Wis.—Chris Luebster, sec'y. and mgr. of the Boyd Produce Co. expects to install a small flour mill next spring.

Milwaukee, Wis.—New members of the Chamber of Commerce are, Ludington Patton, J. Walter Rice, and Frank P. Konzal.

Milwaukee, Wis.—Ludington Patton, Frank P. Konzal and J. Walter Rice have been elected members of the Chamber of Commerce.

Westby, Wis.—An additional warehouse 56x28 feet, two stories, with a freight elvtr., and office have been built by the Farmers Exchange.

Clear Lake, Wis.—Anderholm Bros. have bot the elvtr. here from E. J. Schneider which was operated by the Apple River Milling Co. of Amery.

Milwaukee, Wis.—C. B. Sawyer, formerly solicitor out of the Minneapolis Market is now traveling Wisconsin, southern Minnesota, northern Iowa and South Dakota for the Moering Grain Co.

Neenah, Wis.—The Krueger & Lachmann Milling Co. established since 1868 retired from business Jan. 1. The mill site was bot by the Neenah Paper Co. which will use the property in that business.

Superior, Wis.—Lieut. Reginald Hoehle is again at his post as deputy weighmaster of the Wisconsin Grain & Warehouse Commission, after serving for several months as instructor in the officers' training school at Camp Hancock, Ga.

Amery, Wis.—The Apple River Milling Co. which lost the new mill and elvtr., destroyed by fire Jan. 4, will begin rebuilding as soon as possible. The elvtr. and mill had begun to operate only late in December. The loss is estimated at \$20,000, and is partially covered by insurance.

PAYMENTS of claims against the telegraph and telephone companies, under actions arising during government control, are authorized in a bill introduced by Senator Sheppard.

RESTRICTIONS on trading in grain for future delivery have been canceled; but the regulation requiring dealers in cash grain to have a license remains in effect; and a speculator without a license who holds the future until delivery to him can not accept delivery of the grain without violating the regulations.



# Seeds

UXBRIDGE, ONT.—Walter S. Lapp, grain and seed dealer was elected to the municipal council.—B.

PHOENIX, ARIZ.—The Phoenix Seed & Feed Co. will feature Hairy Peruvian alfalfa seed this spring.

MANITOWOC, WIS.—The Manitowoc Seed Co. has increased its capital stock from \$100,000 to \$200,000.

COBourg, ONT.—Daniel Denton, seed dealer, was elected Mayor of the town in the recent elections.—B.

COLUMBIA, S. C.—The Marshall Summers Seed & Grain Co. has been incorporated with \$10,000 capital stock.

POPLAR, MONT.—The Montana Farming Corporation has let the contract for a 10,000-bu. seed house on its land north-east of this city.

THE FIGURES "1877" in old English have been registered as trademark No. 113,921 by the Pittman & Harrison Co. of Sherman, Tex., seed dealers.

PARIS, ILL.—A. G. Witt, seed dealer has given his plant a thoro overhauling during the past summer. He installed an 8-ton warehouse scale.

RICHMOND, VA.—H. W. Wood of the seed firm of T. W. Wood & Sons died at New Orleans while enroute to California, in search of health.

MACOMB, ILL.—We will install a cleaner for clover and timothy seed and for cleaning and separating grains.—Farmers Grain, Fuel & Supply Co.

ROCKFORD, ILL.—Condon Bros. will soon occupy part of the new building now under construction which adjoins their present quarters, for storage purposes.

FREMONT, O.—C. C. Wolfe, former mgr. of the Peoples' Elevator Co. is the new treas. of the Fangbner Seed Co. and has taken over the management of the plant.

RECEIPTS OF FLAXSEED at Winnipeg during the month of December, 1918, were 580,800 bus.; compared with 744,700 bus. in the corresponding month of 1917.

REGINA, SASK.—Nearly 800 applications have been received for assistance in the matter of seed grain by the Seed Branch of the Saskatchewan Department of Agriculture.—B.

PONTIAC, MICH.—The C. E. De Puy Co. has registered "Blue Bird" with a picture of the symbol of happiness, as its trademark for clover and alsike seeds, under serial number 113,562.

THE IMPORTATION of oil seeds and vegetable oils in the world prior to the war aggregated \$500,000,000 a year. The total value of the world production of oil seeds and nuts is estimated at approximately \$2,000,000,000 per annum.

SEEDS for fodder crops, in sheaths or standing, residues of breweries or distilleries, and green fodder of all kinds may now be imported into Belgium without import licenses, the Belgian Government having given notice to that effect.

TOLEDO, O.—The Toledo Bean & Seed Warehouse Co. incorporated; capital stock, \$50,000. Officers: H. E. Chatterton, pres.; E. Slawson, vice-pres.; Maud Van Cise, treas.; Geo. Forrester, sec'y. A large fireproof warehouse has been erected opposite the bean and grain elevator, and the company will do a general storage business in beans and seeds for other firms.

LAKEFIELD, MINN.—We are erecting a new feed and seed house 24x60, two stories high, which will be completely equipped with machinery to grind all kinds of feeds and will also handle all kinds of seeds.—Farmers Union Elevator Co.

SEATTLE, WASH.—H. C. Lage has bought the interest of Gus Johnson in the Northwest Seed Mills and will devote his entire time to the business. The capital stock has been increased and the business will be moved to larger quarters in the near future.

A MAMMOTH ear of corn which extends far beyond the utmost extension of the running gear of a wagon, with the driver of the team sitting astride is the trade mark registered by Pittman & Harrison Co., seedsmen, Sherman, Tex., under serial No. 113,923.

OSKALOOSA, IA.—H. H. McVeigh, who sold his grain business at Taintor, to enter the army has received his discharge and has purchased the seed department of the A. E. Peasley Flour & Feed store and will open up an exclusive seed store about the first of February.

OCEAN FREIGHT rates on clover seed from New York to Liverpool are now \$2.10 a bushel and \$1.58 on timothy seed. All exports of clover seed are prohibited except a few to England. The rate on timothy is important because we have a large surplus. It makes the price high to the European buyer.

CAPT. REUBEN B. HUTCHCRAFT, son of R. B. Hutchcraft of Paris, Ky., for several years one of the leading dealers and handlers of blue grass, orchard grass and other seeds, is dead in France. Capt. Hutchcraft, who was a prominent attorney, enlisted early and was commissioned from Ft. Benjamin Harrison.

SEEDS THRESHED in Michigan up to and including Dec. 21, 1918, as per returns of threshermen are as follows: Buckwheat, 40,235 acres, 364,384 bus., 9.06 bus. per acre; peas, 20,517 acres, 296,355 bus., 14.44 bus. per acre; timothy, 710 acres, 1,786 bus., 2.52 bus. per acre; clover, 63,050 acres, 65,740 bus., 1.04 bus. per acre; beans, 342,256 acres, 3,092,892 bus., 9.04 bus. per acre.

ELLIOTT, N. D.—Our seed plant is now complete. It has 16 bins, 6 legs, and a complete line of seed machinery. Our main elevator, which was built last year has 28 bins. We probably have the most complete elevator in the state, as far as equipment goes. We expect to do a very extensive seed business. I have already sold a great deal.—C. L. Packard, mgr. Farmers Grain Co.

## Imports and Exports of Seeds.

October imports and exports of seeds, compared with October, 1917, and for the ten months ending October 31, compared with the corresponding months of 1917, as reported by the Bureau of Foreign and Domestic Commerce, were as follows:

	IMPORTS.			
	October 1918.	October 1917.	10 mo. ended October 1918.	10 mo. ended October 1917.
Flaxseed, bus.	395,915	592,371	11,993,789	7,598,637
Castor beans, bus.	7,947	135,888	568,915	814,671
Red clover, lbs.	4,050	25,780	884,766	3,943,983
Other clover, lbs.	1,703,247	542,965	7,370,285	6,855,395
Other gr. sd., lbs.	405,807	147,648	5,275,717	5,733,541
Sugar beet, lbs.	66,005	2,811,949	4,194,398	9,391,640
EXPORTS.				
Flaxseed, bus.	.....	.....	851	.....
Clover seed, lbs.	97	.....	76,327	2,240
Other gr. sd., lbs.	.....	2,723	93,631	106,431

ALL FIELD SEEDS, except red clover seed have been removed from the export conservation list and may be exported to certain destinations without individual licenses, provided the export declaration states that the commodity is to be used for seed purposes and not for food. This comes under War Trade Board ruling 485.—Vance C. McCormick.

DALLAS, TEX.—Robert Nicholson, wholesale and retail seed dealer has taken a ten year lease on a two story brick building 100x100 feet square. It will be remodeled and another story will be added. About \$10,000 worth of new seed cleaning machinery will be installed. The new quarters are in addition to those he already maintains which gives him 50,000 square feet for storage.

TORONTO, ONT.—There was a fair promise of seed from the second growth of red clover, but while the bloom was abundant the threshing results were, as a rule, disappointing. Alsike was much better. Fourteen bus. of alfalfa seed per acre are reported from Victoria. Sweet clover yielded ten bus. of seed per acre.—W. O. Galloway, Director of Statistics and Publications, Ontario Dept. of Agriculture.

SEED DEALERS who met in Washington last week went over the entire situation with the agricultural department who submitted their recommendation to the war board. Government has received no definite report from abroad yet. They still estimate our clover seed shortage at 34 million pounds, or 226,000 bags. They consider stocks of timothy seed ample. The Wholesale Grass Seed Dealers Ass'n passed the following resolution: "In view of the apparent greater agricultural necessities of our allies, as compared with those of the United States the Wholesale Grass Seed Dealers Ass'n believes that the present embargo against the exportation of red clover seed is unwise and should be removed. In the event, however, that the United States Department of Agriculture finds it necessary to impose some limitations on the export of red clover seed, said ass'n suggests that further exportations of such seed be permitted to the extent of 5,000,000 pounds during the remainder of the crop year.—C. A. King & Co.

## The Clover Seed Crop.

	Acres.	1918. Bus.	1917. Bus.
New York .....	5,000	14,000	12,000
Pennsylvania ..	12,000	16,000	10,000
Ohio .....	126,000	139,000	231,000
Indiana .....	135,000	176,000	202,000
Illinois .....	175,000	298,000	200,000
Michigan .....	93,000	121,000	128,000
Wisconsin .....	56,000	101,000	336,000
Minnesota .....	16,000	18,000	55,000
Iowa .....	16,000	22,000	25,000
Missouri .....	29,000	38,000	70,000
Nebraska .....	4,000	6,000	5,000
Kansas .....	6,000	8,000	9,000
Kentucky .....	23,000	34,000	44,000
Tennessee .....	6,000	12,000	12,000
Idaho .....	13,000	78,000	99,000
Oregon .....	7,000	21,000	50,000

Totals for the above states. 722,000 1,102,000 1,488,000

## The Flaxseed Crop.

	Acres.	1918. Bus.	1917. Bus.
Minnesota .....	300,000	3,120,000	2,090,000
Iowa .....	13,000	143,000	132,000
Missouri .....	6,000	48,000	51,000
N. Dakota .....	880,000	6,864,000	3,764,000
S. Dakota .....	144,000	1,368,000	980,000
Nebraska .....	4,000	38,000	28,000
Kansas .....	41,000	205,000	336,000
Montana .....	547,000	2,844,000	1,749,000
Wyoming .....	3,000	27,000	20,000

Totals for the above states. 1,938,000 14,657,000 9,150,000



INFORMATION regarding stocks of clover, grass and vegetable seeds needed in the various European countries will be secured by Dr. A. J. Pieters of the Buro of Plant Industry and W. A. Wheeler of the Buro of Markets, who have been sent abroad by the Department of Agriculture for this purpose. Their findings will be cabled to Washington and will be used by the various government agencies in shaping their export policies in regard to seeds. Later, the information will be sent to the seed trade.

EXPORTERS OF OIL CAKES and grass seeds to Sweden before filing applications for licenses with the War Trade Board must obtain from the prospective importer in Sweden advice by mail or cable that there has been issued by the Swedish Oil Cake and Seed Import Ass'n, a certificate permitting the importation of the proposed consignment. The number of the certificate should be forwarded by the importer in Sweden to the American exporter, either directly or thru the Swedish Commissioner at Washington, the number to be specified on Supplemental Information Sheet X-119, which must be duly executed and annexed to the application for an export license.

A LARGE SEED FIRM writes to C. A. King & Co.: "High ocean freights are restricting the export demand for timothy seed. Stocks will melt away as soon as ocean freights reach a more normal basis. European buyers realize the impossibility of getting the seed over in time for this spring's planting and that it would be absurd to purchase timothy for next year on the basis of current ocean freight rates. When the war began, the rate to north European ports

was 32-35 cents per 100 lbs. When the armistice was signed it was \$6.50. More recently it was reduced to \$4.75, and at present is \$3.50. It is hard to determine what a normal rate under existing conditions would be, but \$1 per 100 lbs. would be about right, altho Europeans might think differently. They might purchase prior to freights reaching the level mentioned, but you can not expect free European purchases under present conditions."

UNDER a modification of the temporary embargo that was placed on red clover seed to January 1, and which probably will be extended to January 15 or later, licenses have been issued to dealers whose consignees had obtained permits prior to the issuance of the embargo notice from the British Government to purchase red clover seed in the United States. On December 20 red clover seed, including medium and mammoth, was placed on the Export Conservation List by the War Trade Board, and at the present time this is the only clover or grass seed that is on the list. Unless the inquiries that are being made by the Bureau of Crop Estimates and Plant Industry, and the surveys of stocks and shipments that are being conducted by the Bureau of Markets, indicate that the quantity likely to be sown on wheat and other grain crops will be considerably decreased over other years and reveal larger available stocks of red clover seed than are considered to exist, it is not likely that the embargo will be lifted at all on red clover seed, except to the amount that has been agreed upon for export to the British Isles for their own sowing needs, and not to replace other stocks that are exported or to be exported by them to the Continental Euro-

pean countries.—Government Seed Reporter.

SEED SAMPLES, numbering 17,000, were tested last year at the laboratory of the Department of Agriculture in Washington, and 11,349 samples were tested at the five state institutions where branch laboratories are maintained. Because of the seed importation act 675,000 lbs. of red clover seed were not permitted to enter on account of weed seeds and dead seed. Approximately half of this was re-cleaned in bond, the weed seed and other refuse being destroyed and the seed of good quality being allowed to go into the seed trade. Enough seed to sow 16,000 acres at a normal rate of seeding contained no seed which could be expected to grow in the field. Because of the difficulties of trans-Atlantic shipment, there has been a falling off in importations of all kinds of seeds, bluegrass from Canada and winter rape from Japan, being the only ones which have exceeded those of previous years.

TOLEDO, O.—Clover seed is still a sleeping beauty. Eastern buyers are buying cautiously. They do not want to have any seed left over at these prices. Crop is short, but short crops sometimes have long tails. Some sections have a surplus, but they are holding for higher prices. Will they be rewarded or get fooled? Stock here is decreasing, but less freely than last week. Government says exports will probably continue to be prohibited unless inquiries being made, show that amount sown will be materially reduced. A little has been exported to England on sales made some time ago. Stock here is below normal. Timothy is still seeking export demand. Exports are not prohibited, but ocean freights are still high. March timothy



## Sell Seeds That Grow

The importance of continuing to keep production at a maximum is equally as urgent now as at any time in the past. This makes it incumbent upon seedsmen to supply their customers with high quality **GRASS SEEDS, FIELD SEEDS and SEED GRAIN**. Selling seeds of **HIGH PURITY** and **STRONG GERMINATION** is of vital importance to all concerned. Follow the principle of "Safety First" and order

## PURISCO BRAND SEEDS

as early as possible to insure prompt shipment. Quotations and samples upon request.

### BUYERS and SELLERS

Timothy	Sweet Clover	Millet	Sowing Rape
Red Clover	Hungarian	Sunflower	Rye Grass
White Clover	Blue Grass	Orchard Grass	Field Peas
Alyske	Red Top	Alfalfa	Seed Grain, etc.

ASK FOR SAMPLES AND PRICES OF PURISCO WHITE SEED OATS AND SEED BARLEY

Our present stocks permit the offering of special values in various grades of Alyske, White Clover, Timothy and Alyske mixed and other mixtures for pastures.

Encourage the planting of Field Peas by your farmers where high-grade green fodder or nutritious hay is desired. Field peas are also an excellent fertilizer and enricher of the soil.

We will be pleased to furnish samples and prices of our Lawn Grass Seed, several brands, upon request.

## The Illinois Seed Company

349-369 E. North Water Street

CHICAGO



advanced to six dollars in November just after the armistice was signed. The big export demand failed to develop. Stock here is still very heavy. Leading longs and shorts are still stubborn and hopeful.—C. A. King & Co.

THE SUPREME COURT OF MINNESOTA has affirmed the decision of the district court of Ramsey County, Minnesota, in the favor of the Caldwell Milling & Elevator Co., Caldwell, Idaho, plaintiff, and against L. L. May Co., defendant, in a suit to recover the agreed price of a quantity of onion seed. The defense was breach of warranty. The agreement, which was a verbal one, was made by D. M. Hamilton, traveling salesman for the plaintiff, and L. L. May, then president of the defendant company, but now deceased. Hamilton's testimony was to the effect that according to the agreement, the seed was to be sold by sample, subject to the right of the defendant to test the sample before shipment; that this part of the agreement was carried out and that the grade was acceptable. The defense contended that a warranty was agreed upon that at least 95% of the seed furnished would grow, but that less than 50% of it did grow. The principal witness for the defense was L. L. May, Jr., who is alleged to have overheard the conversation between Hamilton and his father, but the court excluded his testimony as incompetent, under G. S. 1913, Sec. 8378, which provides that no person interested in the event of any action is competent to give evidence concerning any conversation with a deceased party relative to any matter at issue, unless the testimony of the deceased person concerning such conversation has been preserved and can be produced in evidence, and then only in respect to the conversation or admission to which such testimony relates.

SEED IMPORTS for the quarter ending Dec. 31, 1918, are reported by the Department of Agriculture to have been in pounds, alfalfa, 54,700; Canada bluegrass, 180,000; alsike clover, 2,588,200; crimson clover, 154,000; red clover, 84,000; white clover, none; white and alsike mixed, 40,700; red and alsike mixed, 900; alsike and timothy mixed, 87,300; grass mixtures, 100; rape, 80,800; red top, 4,200; English ryegrass, 204,100; Italian ryegrass, 2,600; timothy, 11,900; hairy vetch, 35,100; and spring vetch, 182,700; compared with the following for the corresponding three months of 1917: Alfalfa, none; Canada bluegrass, 153,700; alsike clover, 854,800; crimson clover, 310,600; red clover, 93,200; white clover, 4,200; white and alsike clover mixed, none; red and alsike mixed, none; alsike and timothy, 500; grass mixtures, none; rape, 7,527,600; red top, 900; English ryegrass, 195,500; Italian ryegrass, 74,700; timothy, none; hairy vetch, 1,600 and spring vetch, none.

TOLEDO, O.—Clover seed had a sinking spell this week. Government forbidding more exports seems to have had a bearish effect on red clover. Hard to figure just where it applies. Must have caused some of the cash holders to let go. Many in the trade figure it means this country has not enough for its own wants, but do not back up their opinion. Toledo stocks look like a mere trifle, but other markets may have more than their share. Country dealers may be carrying more or less at home as it is cheaper than carrying it here. You never can tell. The test is not far off. Some look for an early season, and may be over early in March if the present springlike weather continues to the finish. Govern-

ment estimates the requirements of red clover at 110 million pounds as against estimated available supply only 65 million pounds. That means a shortage of 45 million. Prices will depend upon how near these estimates are correct. Many won't speculate on it but pay the price when needed. If such a shortage exists the stocks will be exhausted before March 1st. An open winter naturally means early buying.—J. F. Zahm & Co.

## From the Seed Trade.

ST. LOUIS, MO.—Values of grass seeds and grain are so high, that the usual requirements may be less than normal. Red clover seed hulls out fairly well in this vicinity. The surplus has been used to supply the deficiency in other regions. Poa pratensis moves slowly and the same is true of timothy and red top. Cow peas are a light crop. Supplies of sorghum are ample.—Chas. E. Prunty.

MARYSVILLE, O.—The demand for clover seems to be the same, even at the extraordinarily high price. In our opinion, there will be some change to alsike and alfalfa owing to the difference in price. Sweet clover is growing in favor each year. The opinion always seems to be that high prices interfere with the sowing of seed, but we have not found it so. There was very little carry over of old seed except in timothy so far as we can see.—O. M. Scott & Sons.

ST. JOSEPH, MO.—There does not appear to be as much activity in the seed business, generally speaking, so far this year as there was last, owing to the higher prices. Since the first of the year, however, there has been quite a little activity in the clover trade and at the present prevailing prices, we believe there will be a demand for all the clover seed there is in the country unless there is a still further advance in price. There is a little life springing up in alfalfa and alsike, but the others seem to be very quiet. We also think there is plenty of timothy in the country and enough alfalfa to carry us thru the spring trade.—Farber Seed Co.

## Calendars Received.

CHAMBERS & FOOTE, grain and coal dealers of Tuscola, Ill., are distributing practical vest pocket memorandum books containing a calendar and a variety of useful information.

A VERY PRACTICAL mode of advertising is the calendar which Meech & Stoddard, Inc., Middletown, Conn., are distributing this season. The calendar proper is topped with a foto of its plant and information concerning the business.

BELDEN & Co., Inc., Charlotte, Mich., have chosen "The Angel of the Battlefields," a reproduction of the original painting by C. D. Williams, for their calendars distributed this year, which also embody the wish, "May your cup of happiness be full."

THE VERY PRACTICAL CALENDAR which the Miner-Hillard Milling Co. of Wilkes-Barre, Pa., is furnishing to its friends gives the history of the company since the first mill was built in 1795 by Thos. Wright, whose daughter married Asher Miner, an ancestor of the present owner.

THE KANSAS PUBLIC UTILITIES Commission has asked for an injunction against the proposed telephone rates and the Missouri Commission is expected to take similar action. Practically every firm in St. Joseph is protesting against the advance.

## Mr. Pickell

is going abroad shortly to investigate agricultural, economic and food conditions jointly for the

## Rosenbaum Review

and a branch of the Federal Government.

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AND BE BEST  
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CHICAGO, ILL.

## Books Received

ARMOUR'S FARMER'S ALMANAC for 1919 contains many interesting features. Besides the calendars and weather forecasts, it contains many good illustrations of the "before" and "after" treatment of soils with fertilizers, and entertaining articles by well known writers on farm subjects. The Almanac can be secured, without charge, thru the Armour Farm Bureau, Armour & Co., Chicago.

SPRING WHEAT FOR ILLINOIS, by W. L. Burlison, chief, and R. W. Stark, first ass't in crop production, contains much timely and valuable information for Illinois farmers who would grow spring wheat. In the variety tests at Urbana, in central Illinois, "Illinois No. 1" has out-yielded other varieties. At DeKalb, in the northern part of the state, Marquis has given better yields. As to the yield and value of spring wheat compared with other grains, spring wheat in Central Illinois will not produce as large yields as will the hardy varieties of winter wheat. At Urbana, Turkey Red winter wheat, Oderbrucker barley and Sixty Day oats have given greater monetary returns per acre than any spring wheat. At DeKalb, Wisconsin Pedigree barley has given better returns than any other spring grown crop. Of the two varieties of spring wheat, the earliest seeding March 6 gave the highest yield with both varieties, each successive seeding producing consistently lower yields. The quality of the crop was also materially affected by the time of seeding. The later the seeding, the lower was the weight per bushel.—Bulletin No. 214, Agricultural Experiment Station, University of Illinois, Urbana, Ill.



## Feedstuffs

PRITCHARD, ALA.—The Union Seed & Fertilizer Co. will soon remodel its peanut crushing plant at a cost of \$20,000.

"MORFAT" has been registered as trade mark No. 113,352, by the Fisher Flouring Mills Co. of Seattle, Wash. It is a stock food.

BRAN AND MIDDINGS have been added to the export conservation list, effective Jan. 13, under War Trade Board ruling 505, issued Jan. 16.

NEWCASTLE, IND.—E. A. Morris will add a warehouse to store 50 carloads of commercial feedstuffs and will do a distributing business for manufacturers.

ST. LOUIS, MO.—The Anheuser-Busch Brewing Co. will convert its breweries into a plant for the manufacture of animal feeds principally for horses and cattle.

BELLINGHAM, WASH. — The Albers Bros. Milling Co., manufacturers of all kinds of feeds, has completed the addition of a warehouse to its feed mill at a cost of \$12,000.

MORE BARLEY has been sold to feeders in Southern Ohio and Michigan this year than in the last ten years combined. It has been used in preference to corn because it is cheaper.

GIBBON, NEB.—I have not erected a grain elevator, but I have built an alfalfa meal mill, costing \$20,000. It is one of the best in the country built of reinforced concrete.—E. J. Woolworth.

PUEBLO, COLO.—The Southwestern Alfalfa Milling Co. will erect several mills in San Luis Valley for grinding alfalfa and grain feeds. At least two of the mills will be located in Conejos County.

ST. JOSEPH, MO.—The mixed feed mill of the Excello Feed Milling Co. is now in operation, the entire plant having been remodeled the past season. New machinery was installed. The capacity of the mill is 10,000 bags a day.

THE REMOVAL of license regulations governing linseed oil meal and cake has resulted in a sharp advance in price. Minneapolis mills have been asking \$75 a ton in 100-lb. sacks f. o. b. Minneapolis, and it is also offered in 200-lb. sacks at \$74.

EAST ST. LOUIS, ILL.—The Golden Grain Milling Co. has registered the following trade marks: For its horse and mule feed, the word Protection over a huge ear of corn guarded by a man with a gun, serial number 113,995; Butterfat for its dairy feed, under serial number 113,996; for hog feed, Fat Back, serial number 113,997.

HIGH PRICES on alfalfa hay are being predicted by Glen Lewis of Shubert, Neb. He calls attention to the fact that it has not been many years since this feed could be had for \$7 a ton. The price has steadily risen until now it brings \$25 a ton which makes it a very expensive feed in the stack and as above stated, he thinks it will go still higher.

BUFFALO, N. Y.—The Curtiss Grain Corporation has bought the elevator and mill of the Faramel Feed Co. The principal products of this plant have been molasses feeds and the output will be increased by the new owners. The old plant will be continued in operation, but the business may later be transferred to the plant of the Curtiss corporation.

SINCE MISSOURI passed the uniform stock and poultry feed law and became the 42d state to require every sack or package of live stock and poultry feed to show ingredients and feeding value, 1,447 brands of different feeds by 382 mills and distributors have been registered by Sec'y Mayes, of the state board of agriculture, who is the executive officer.

MEAD, COLO.—The mill of the Great Western Alfalfa Milling Co. here leads the other seven owned by this company in the quantity of meal manufactured during the past year. Two shifts of workmen are busy all the time, the total quantity ground being 3,600 tons. The cost was 42 cents a ton less than its next nearest competitor, the plant at Gilchrist.

OIL MEAL is not being quoted to any great extent as mills are waiting until the Food Administration removes the price limit of \$56 a ton. Eastern mills are said to be offering oil meal in Iowa on a basis of \$72, in sacks delivered. Licenses have been issued by the government for the importation from Argentine of 600,000 bus. of flaxseed each month from January to April inclusive.

MINNEAPOLIS, MINN.—During December, 1918, receipts of feedstuffs were: hay, 2,415 tons; millstuffs, 11,517 tons; oil cake, 60,000 lbs. Shipments were hay, 386 tons; millstuffs, 69,259 tons; oil cake, 19,375,465 lbs., compared with receipts of hay were 4,080 tons; millstuffs, 8,792 tons; oil cake, 86,000 lbs. Shipments, hay, 545 tons; millstuffs, 66,162 tons; and oil cake, 22,375,722 lbs. in the corresponding month in 1917.

A REQUEST for a half rate on feed for livestock in Western Kansas has been made by the Kansas Public Utilities Commission to Edward Chambers, Director of Traffic of the Interstate Commerce Commission because of the urgent need for feeds at once in that territory. The rate is to apply only west of the 99th meridian and affects all the territory west of a line drawn along the eastern borders of Phillips and Comanche Counties. A half rate on feed was recently granted to drought-stricken regions of Texas and other southwestern states.

THAT HOMINY FEED when fed to hogs has a feeding value of nearly 20% more than shelled corn has been demonstrated by experiments, the results of which are given in the extract from Ohio Bulletin No. 268. There were four pigs in each lot and the experiment lasted 63 days. Results showed that 4,765 lbs. of the corn and tankage ration produced 1,057 lbs. of gain, while 4,263.5 lbs. of the hominy feed and tankage ration produced 1,097.5 lbs. of gain, so that the substitution of hominy feed for corn resulted in the production of almost the same gain on approximately 14 per cent less feed.

FEED DEALERS are cautioned that all restrictions have not been removed, the Food Administration having issued the following instructions: "While specific margins for wheat millfeeds have been removed, rules limiting permissible annual net earnings are still in force. Note to Rule XXV B 7 limits wholesaler to 4% on gross sales and Rule XXV J 1 limits retailers to 6%. Feed dealers are also subject to general license rules and to the provisions of the food control act." Under note to Rule 7, the profit allowed on any individual sale must not exceed the purchase price delivered at the railroad station, plus 15%, in each case taking into consideration the time the margin was made by the wholesaler.

A grain and feed milling factory will be located in Milwaukee within the next 60 days by the Schreiber Milling & Grain Co. of St. Joseph, Mo., and Omaha, Neb. The site selected is 150x500 ft. Grain products of all kinds, but chiefly mill feed products will be made.

FT. SCOTT, KAN.—Our elvtr. and mixed feed plant is now complete. For six months we have been making shipments of cars of various feeds, some cars containing from 20 to 30 varieties. We manufacture dairy feeds, feeds for horses, swine, and poultry and have a capacity of 150 tons.—Brooks Wholesale Co.

THE MUTUAL MILLERS' & FEED DEALERS' ASS'N met in mid-winter session at the Hotel Statler, Buffalo, Jan. 17, L. L. Warner, of Niobe, N. Y. president, in the chair. M. M. Nowak, of the Nowak Milling Co., Buffalo, delivered the address of welcome. Reports by the sec'y R. B. Mulkie, of Union City, Pa. and the treas. Henry Neff of Salamander, N. Y. indicated that the organization had enjoyed a prosperous year. Among the speakers was L. F. Brown, Sec'y of the American Feed Manufacturers Ass'n who called attention to the changes that will come in the feed trade because of the national prohibition with suggestions as to how the trade should meet them; A. W. Carpenter, former sec'y of the Ass'n spoke on "Direct Selling." F. C. Jones of Bullville, N. Y. sec'y of the Eastern Federation of Feed Merchants commended the work that organization had accomplished for millers and feed men. The new tag ruling required for feeds in the state of New York, the advisability of carrying on sales on a cash basis and the requirements of the income tax law as affecting the members of the ass'n were also discussed. The place for the next meeting, which will be held in April, will be decided by the executive com'tee.

FOR THE FIRST TIME since harvest future deliveries of oats are showing a carrying charge.

THE WHEAT YIELD of Victoria will be 20,000,000 to 24,000,000 bus., or more than 33% below the estimate. In New South Wales and Australia, little more than half the estimated yield will be harvested.

THE POST OF FOOD ADMINISTRATOR at Copenhagen has been offered to A. H. Melville, sec'y of the Wisconsin State Food Administration, by Mangus Swenson, former state food administrator for Wisconsin, who is now in Paris.

### Exports of Feedstuffs.

October exports of feedstuffs, compared with October, 1917, and for the ten months ending Oct. 31, 1918, compared with the corresponding ten months ending Oct. 31, 1917, as reported by the Bureau of Foreign and Domestic Commerce, were as follows:

	October 1918.	1917.	10 mo. ended 1918.	1917.
Brn, mlds., tons	225	234	6,341	5,398
Dr. gr., mlt. spts., tons	.....	140	8	932
Millfeed, tons	367	570	8,767	18,644
Corn oil cake, lbs.	.....	17,300	67,350	5,519,011
Ctn'sd cake, lbs.	.....	4,706,800	1,383,250	279,427,625
Ctn'sd meal, lbs.	575,625	4,139,888	5,104,746	107,802,090
Lins'd cake, lbs.	842,000	26,515,299	33,790,815	*77,150,547
Lins'd meal, lbs.	3,357,076	6,335,787	23,491,888	*9,955,600

\*Figures cover period beginning July 1.



## Meeting of Feed Manufacturers and Officials.

The tenth annual convention of the Ass'n of Feed Control Officials of the United States at which the members of the American Feed Manufacturers Ass'n were their guests, was held at Pittsburgh, Pa., Jan. 13, and was an occasion long to be remembered by those fortunate enough to be in attendance. The festivities planned by and typical of Pittsburghers filled every spare moment of the day.

The convention was called to order by J. W. Kellogg, of Harrisburg, chairman, in the William Penn Hotel and welcomed by Marcus Rauh, first vice-pres. of the Chamber of Commerce, who pledged the organization to anything that would add to the pleasure of the city's guests. The response came from Harold Abbott of Chicago, of the American Feed Manufacturers Ass'n. He spoke of pleasant recollections of earlier associations with Pittsburghers and of his pleasure at the close co-operation between the feed manufacturers and their hosts.

Mayor E. V. Babcock, in bidding them welcome to the city, also spoke of co-operation, in the broader sense, in settling the after the war problems.

G. C. Hutchinson, of the Pennsylvania Department of Agriculture, and one of the Feed Control Officials, followed Mr. Babcock. Among other things, he stated that, in future, feed manufacturers would need to use scientific methods in making commercial feeds in order to get the proper ratio in protein content.

The minutes of the last meeting were then read by the secretary, Arthur H. Clark, of Geneva, N. Y., who also presented his report.

J. W. Kellogg, vice-pres., and chair-

man in the absence of President Cathcart, delivered an address. He spoke of the postponement in holding the convention on account of war conditions and the prevalence of influenza, advising that because of these the executive com'te had not been able to attend to a number of matters and suggested that they be taken up by com'tes specially appointed. He complimented the feed manufacturers upon the assistance they had given the government during the strenuous year just passed.

It was voted that the president appoint a com'te of five, one being a member of the Buro of Chemistry, to look after the interests of the feed manufacturers in proposed legislation relating to the trade. The members are Messrs. Fuller, Patton, Haywood, Smith and Purcell.

On adjournment, the visitors were entertained at luncheon by the Pittsburgh Grain Exchange.

O. E. M. Keller, of the Arcady Farms Milling Co. of Chicago was the principal speaker having for his topic, molasses feeds, by-products, etc., after which a com'te on resolutions was appointed.

The day's "feast of reason" was followed by the evening's "flow of soul." The noon luncheon was only a foretaste of the pleasures that had been planned. The Americus Republican Club was host at a dinner and smoker at which Pittsburgh's best and wittiest did honor to the visitors. The dinner was all that could be desired and the appointments were perfect. Besides the jazz band, there was real music, old time and oriental. Also there was a quartet.

Lee C. Newsome was the moving spirit with Dwight E. Hamlin and Jesse C. Stewart as able assistants, and there was not a dull moment. Chief among the

story tellers at the tables, were Mayor Babcock and George P. Early. The dinner was followed by a boxing bout staged in the gymnasium which in turn was succeeded by a cabaret and other joy giving numbers, the close coming in a shower of toy balloons and gaily colored souvenirs. The entertainment was concluded by a tour of the Carnegie Steel plant on Tuesday.

The Tuesday morning session was given over to routine business, reports of com'tes and election of officers. The election resulted as follows: Pres., James W. Kellogg; vice-pres., E. J. Patton; sec'y, Arthur W. Clark. Members of the Executive Com'te: E. G. Proulx, chairman, J. K. Haywood and L. A. Fitz, with the pres. and sec'y, ex officio members.

THE COMMENCING price of 1918 barley in England and Wales will be \$16.80 for 448 lbs. for brewing and \$16.08 for other grades, the latter price to hold thru the season.

A \$30,000,000 bond issue will probably be voted on at the next Oregon election for good roads, but there is a strong sentiment in favor of seeing what can be done with the funds now on hand.

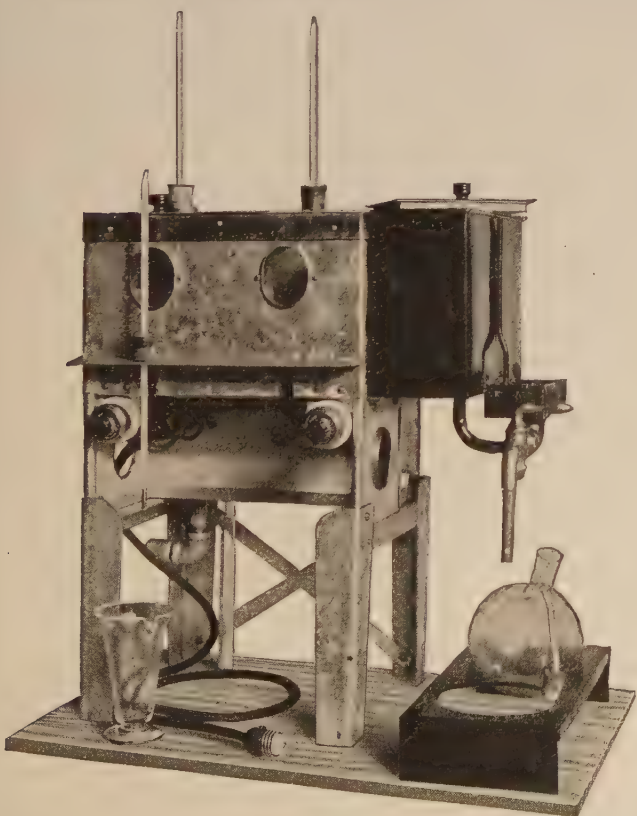
## No Action on 1919 Wheat Crop.

There is an erroneous impression as to the action of the government as to the 1919 wheat crop. There must not be any change, there cannot be any change, and there will not be a change made from its policy so far as the 1918 crop is concerned. We have nothing to do with the 1919 wheat crop. As to that, I cannot say anything, as it is before Congress and we have nothing to do with it.—Frank G. Crowell, acting head of the Grain Corporation.

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## Supreme Court Decisions

**Warehousemen.**—Where the owner of goods in storage has been paid for them by the party to whom they were delivered, there can be no recovery from the warehouseman by the owner, altho the warehouseman has delivered the goods to the wrong person.—*Kitchens v. Mann*. Court of Appeals of Alabama. 80 South. 173.

**Unlawful Seizure of Hay.**—Wild hay being an ordinary commercial article, an action for damages for the unlawful seizure thereof, or in replevin, furnishes an adequate remedy at law so as to prevent the bringing of a suit to enjoin an unlawful seizure and use.—*Smith v. Howell*. Supreme Court of Oregon. 176 Pac. 805.

**Mistake in Waybill.**—Absolute duty of carrier to deliver to indorsees of B/L was not qualified by directions of waybill, paper serving private purposes of carrier, which, by mistake of agent, stated company other than indorsees was to be notified.—*Southern Railway Co. v. Harris et al.* Supreme Court of Alabama. 80 South. 101.

**Market Value.**—Carrier's liability for damage to goods based on value at point of destination under Civ. Code, §§ 3300, 3316, does not include freight as such in addition to the loss or deterioration; the market value of goods at destination including freight.—*Olcovich v. Grand Trunk Railway Co. of Canada*. Supreme Court of California. 176 Pac. 459.

**Time of Taking Effect of Renewal Policy.**—Where plaintiff had a policy in a mutual fire insurance company and applied for a renewal thereof, he was insured from the time of the acceptance of his application, although the renewal policy had not been delivered to him.—*Greenlaw v. Aroostook County Patrons' Mut. Fire Insurance Co.* Supreme Judicial Court of Maine. 105 Atl. 116.

**Telephoned Telegram Is in Writing.**—A telegram satisfies the requirement of Ky. St. § 3720b, subsecs. 132, 134, 185, 189, requiring that acceptance of checks and bills be in writing, although the sender did not write or sign the original, but telephoned the message to the agent for the telephone company.—*Selma Savings Bank v. Webster County Bank*. Court of Appeals of Kentucky. 206 S. W. 870.

**Amount Loaded Question for Jury.**—In suit against terminal carrier for loss of 142 bags of nuts, the quantity of nuts shipped, the quantity received, the quantity, if any, that was lost, and, if lost, whether by the positive act or neglect of defendant, held questions for the jury.—*Lewis Poultry Co. v. New York Cent. R. Co.* (Maine Cent. R. Co. trustee). Supreme Judicial Court of Maine. 105 Atl. 109.

**Where to bring Suit Against Carrier.**—Suit against carrier while under federal control, brought, after promulgation of and contrary to General Orders Nos. 18 and 18a of the Director General of Railroads, in a county or district other than where the cause of action arose, or where plaintiff resided when it accrued, will be dismissed.—*Cocker v. New York C. & W. Railway Co.* District Court S. D. N. Y. 253 Fed. 676.

**No Allowance for Shrinkage.**—In an action to recover the purchase price of rolled barley, where plaintiff showed that the barley when sacked had been weighed, and that those weights were the ones charged against the defendant, it made out a prima facie case, which was not disturbed by testimony that rolled barley would shrink, where it was not shown to what extent it would shrink, or that the shrinkage would be more than nominal.—*Globe Grain & Milling Co. v. Walker Constr. Co.* District Court of Appeal, Second District, California. 176 Pac. 725.

**Attachment.**—Goods in possession of common carrier may not be attached under Act Cong. Aug. 29, 1916, § 23 (U. S. Compt. St. 1916, § 86041), and Act March 27, 1913 (P. L. p. 251) § 24, unless the bill has been surrendered to carrier or negotiation has been "enjoined"; the term "enjoined" implying effective restraint, and the bill being the res rather than the goods.—*Brimberg v. Hartenfeld Bag Co.* Court of Chancery of New Jersey. 105 Atl. 68.

**Warranty of Seed.**—Sale of seeds by description, where there is no opportunity for inspection, or where identity is not distinguishable on ordinary examination, imports warranty as to particular kind of seeds, under principle that sale by description imports warranty of identity. Where seller of seeds breached his implied warranty that seed sold was orange sorghum seed, buyers could recover sum equal to difference in value of crop actually raised from seed sold and value of crop which would have been raised from orange sorghum seed.—*Kefauver v. Price*. Supreme Court of Arkansas. 206 S. W. 664.

## Proposed Rule for Distribution of Cars.

The Interstate Commerce Commission has received from the examiner attorney the following proposed rule for the distribution of cars.

Every steam and electric carrier shall, on or before the 1st day of January in the year 1919, and on or before the first day of January of each year thereafter ascertain by cars the total shipment of grain from each of the stations upon its lines during the then next preceding four complete years, and from such totals and the sum of such totals compute the ratio which the grain-car shipments from each station bear to the total grain-car shipments from all such stations. A statement setting forth such grain-car ratios and the totals used in computing the same shall be filed with the Commission on or before the above dates.

In case of inability on the part of any carrier to furnish to its grain shippers within reasonable time after reasonable demand made upon it, suitable and sufficient number of cars for the transportation of such grain as may be ready for shipment along the line of its road, a car shortage will be deemed to exist on such carrier's line. While such car shortage shall continue to exist on the line of such carrier, such carrier shall distribute such cars as may be available for grain traffic, due regard being had for all traffic of such carrier, among the several grain shipping stations on its line so demanding cars for grain shipment and having immediate requirements for said cars, so that each station shall receive such portion of such total grain car supply as corresponds with its grain car ratio as above ascertained.

Provided that where emergency needs of any station during such grain car shortage may for any good reason require a departure from the above rule, such carrier may distribute such available car supply so as to better care for such emergency needs of such stations and without discriminating against other stations.

It is the intent and purpose of this rule that the distribution of available grain cars be equalized in weight capacity between stations bi-weekly during the continuance of such car shortage. Provided that any excess or deficiency shall be adjusted during the next succeeding weekly period.

THE MANITOBA GRAIN GROWERS ASS'n in its annual meeting at Brandon, passed resolutions against fixing a price on grain.

ARGENTINA'S crops are officially estimated as wheat, 5,015,000 tons, exportable surplus, 4,300,000 tons; linseed, 705,000 tons, exportable surplus, 679,000 tons; oats, 640,000 tons.

FOOD ADMINISTRATOR HOOVER'S alleged actions in arranging meat prices in secret conferences with the packers, has been the subject of much criticism by members of the senate, who consider the proceeding "highly improper."

## Changes in Rates

As shown by tariffs recently filed with the Interstate Commerce Com'n the carriers have made the following changes in rates:

**I. T. S.** in connection with participating carriers, in freight tariff 475-B cancels tariffs Nos. 475 and 475-A and names joint and proportional rates on grain in carloads from stations on its lines to Chicago, effective February 25, 1919.

**C. I. & L.** in Sup. No. 40 to tariff 933-F cancels Sup. No. 37, gives terminal rates on switching to or from junctions with connecting lines, list of industries at junction points, rules governing the absorption of connecting lines' switching charges, drayage and transfer arrangements, rates and rules governing switching charges in addition to line haul movement, at stations on its lines, effective Feb. 14.

**C. & A.** freight traffic department, in Sup. No. 11 to tariff No. 28-C, cancels Sup. No. 10 and shows elevator and transfer charges on grain, feeding, bedding, yardage charges, etc., on livestock, mileage allowances on private cars, maximum and minimum weights, rules governing furnishing of grain doors, also miscellaneous local rules and exceptions to classifications applying at stations on or via its lines, effective Jan. 2.

**C. & A.** and participating carriers in Sup. No. 4 to tariff 1604-D, cancels Sup. No. 2, gives local, joint and proportional freight rates on grain and grain products, in carloads between Chicago, Joliet, Peoria, Pekin and E. St. Louis, Ill., and St. Louis, Mo., and stations on the C. & A., C. & I. M. Ry., C. & N. W. Ry., in Illinois and St. Louis, Mo., also to Toledo, O., and Detroit, Mich., and stations on connecting lines in Illinois, effective Jan. 8.

**C. I. & L.** in Sup. 2 to tariff No. 7816, Sup. No. 2 to ICC 3757, Sup. 2 to CRC 253, Sup. 1 to tariff 7817, Sup. 1 to ICC 3758, Sup. 1 to CRC 255, Sup. No. 1 to tariff 7818, Sup. 1 to ICC 3756, Sup. 1 to CRC 254, Sup. No. 1 to tariff No. 7819, Sup. 1 to ICC 3760, Sup. 1 to CRC 256, Sup. No. 1 to tariff No. 7849, Sup. 1 to ICC 3775, Sup. No. 5 to tariff No. 7200, Sup. 5 to ICC 3633, Sup. 5 to CRC 235, which were filed based on Freight Rate Authority No. 3204, publishing advanced rates on grain, grain products and grain by-products from stations on the Chicago, Indianapolis & Louisville Railroad to points east of the western termini of the Eastern Trunk lines, effective February 1, withdraws the advance, and they will not take effect. The supplement numbers will be used again and the earlier issues should be destroyed to prevent the confusion incident to duplication.

PUBLIC ELEVATORS at Chicago recently contained less than 1,000 bus. of corn.

AT LEAST A HALF BILLION will be appropriated for the food administration's grain corporation to take care of the government's price guarantee for the 1919 wheat crop. A bill to this effect will be presented to Congress next month.

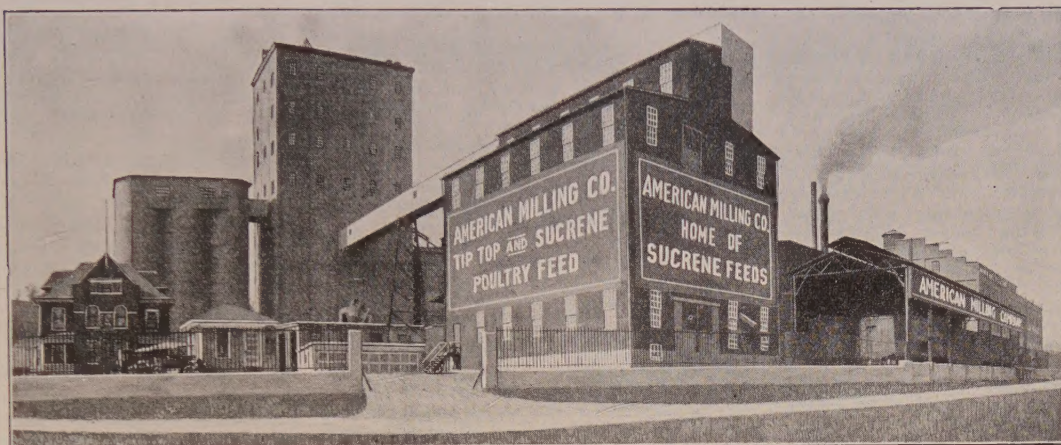
WILLIAM J. DEEGAN, sec'y. of the Mackay companies, operating the Commercial Cable Co. and the Commercial Pacific Cable Co., has stated that the British government instructed the cable company not to submit to control by Postmaster Bursleson.

EDWARD M. FLESH, who is to be in charge of food distribution in Europe, has gone to take up his work. Mr. Flesh is the zone agent of the United States Food Administration in St. Louis and a vice-pres. of the Grain Corporation. The wheat dealers of Illinois will miss him without regrets.



# A TWO WAY PROFIT for GRAIN DEALERS

## BUY THE FARMER'S GRAIN— SELL HIM SUCRENE FEEDS



Under the stress of high grain prices farmers generally have adopted the policy of selling their grain and buying Sucrene Feeds for their live stock.

Many grain dealers are taking advantage of this change in feeding method to find it brings them profits they never had before. Of 1100 grain dealers who built elevators last year over 400 built large feed warehouses in connection with them, carrying large stocks of ready mixed feeds to supply the demand of farmers whose grain they bought.

## Sucrene Feeds Offer Dealers Strongest Guarantee of Permanent Business

Because they are not merely fall and winter sellers, but all year round sellers—no left-over stocks.

Because they are distinctive among mixed feeds in being a complete line of correctly balanced, highly palatable, guaranteed quality rations for all live stock and poultry.

Because dairymen and stock feeders find these feeds more economical to buy and more profitable to feed than ordinary rations.

Because the name "Sucrene" has been made familiar to dairy men and stock raisers through continuous large space advertising and through 18 years' steadily growing popularity among leaders in the live stock business.

## We Co-operate Closely and Aggressively with Dealers Through Our Salesmen

### The Sucrene Line Includes:

Sucrene Dairy Feed  
Sucrene Calf Meal  
Sucrene Hog Meal  
Sucrene Poultry  
Mash with Butter-  
milk  
Sucrene Scratch Feed  
Sucrene Alfalfa Horse  
Feed  
Amco Fat Maker  
(for steers)  
Amco Dairy Feed  
(25% Protein)

We supply you with attractive literature on all Sucrene Feeds for free distribution among your farmer customers. Now is the time to push Sucrene Feeds. Take advantage of the new conditions to establish your permanent leadership in the feed trade.

**AMERICAN MILLING COMPANY**  
DEPARTMENT 50 PEORIA, ILLINOIS

### Branches:

Syracuse, N. Y.; Philadelphia, Pa.; Boston, Mass.; Cleveland, O.

We solicit consignments of grain for merchandising. Have ample storing, sacking and shipping facilities.



## Patents Granted

**1,287,586, Corn-Tester.** Luther C. Hartsock, Spring Valley, O. The seed tester includes a strip of metal adapted to absorb moisture and having a plurality of transverse folds secured by longitudinal rows of stitches to provide separate seed receiving pockets and a non-absorbent covering for the strip when rolled.

**1,286,674, Spiral Conveyor.** Albert L. Linville, Columbus, O. A blank of sheet metal, substantially rectangular in cross section, is combined with reinforced strips on opposite sides at the center, strips and blanks being twisted to provide continuous spirals and connecting members for the opposite ends of the spirals and strips.

**1,286,999, Grain Elevator.** Harold L. Gray, Crawfordsville, Ind. The elevator has a cup belt, a discharge outlet from the head, a receiving hopper adjacent to the boot, an overflow pipe leading from a point adjacent to the discharge to the receiving hopper, a gate interposed between the overflow pipe and the boot, with means adapted to close the gate and stop the belt when the overflow takes place.

**1,286,265, Ventilator for Corn-Cribs.** Andrew A. Fair, Sioux City, Ia. The ventilating tile is composed of a coil of heavy wire and a plurality of longitudinally extending metal tie bars, contacting with the convolutions of the coil and having their ends bent around the ends of it, the bars having claws struck laterally therefrom and clenched around the other convolutions to prevent spreading and hold them in spaced relation.

**1,287,427, Sack-Holder.** Herbert Thorman Potter, Leonardsburg, O. The sack-holder includes U-shaped clamp jaws each presenting side arms with a cross bar uniting them, with means to pivotally mount the jaws on a spout or the like to clamp a sack on. One of the jaws has a stop and on the side arms beyond the pivot offset, there is a lever pivotally mounted on the jaw, the lever presenting the side arms and a cross bar, the cross bar having a handle disposed above the stop, springs connecting the side arms of the lever with the side arms of the first-mentioned jaw and connected at their opposite ends with the offset arms of the other jaw and tending to open the jaws. The first spring, in the closed position of the jaws, prevents an opening action by the second spring and is adapted to coast with the second spring in opening the jaws after an initial opening movement of the lever.

**1,287,471, Bag-Holder.** Walter H. Shipley, St. Anne, Ill. The holder consists of an upstanding post, a head slidably engaged therewith for movement in a vertical path, a slide carried by the head and movable in a horizontal path, a lever pivotally engaged intermediate its length with the slide, an arm pivotally engaged with the head below the slide, an end portion of the lever being pivotally engaged with the arm, and bag engaging means carried by the head and slide.

**1,285,779, Grain Drier.** John F. Monahan, Peoria, Ill. The drier consists of a grain pipe section with closed chambers at its ends, one of the chambers being provided with a grain inlet opening and the other with a grain outlet opening, the whole surrounded by a steam pipe with means for circulating steam in the space between the steam and the grain pipes, a tubular shaft with a screw conveyor passing longitudinally there-thru with means for causing the circulation of steam thru the hollow shaft and a hot air pipe surrounding the steam pipe.

**1,285,783, Grain Elevator and Cleaner.** Chas. P. Nall, Minneapolis, Minn., assignor to Nall Separator & Elevator Co., a corporation of South Dakota. The cleaner is a combination of a closed hopper and suction tubes, the tubes extending into the hopper and means connected to one of the tubes for producing a partial vacuum, the ends of the tubes within the hopper having reversely beveled portions and being adjustable in respect to each other. A deep grate extends across the hopper below the inner ends of the tubes. The hopper has a depending discharge spout and a yielding closed gate therein.

**1,286,296, Grain-Separator.** Alois Gulden, New Ulm, Minn. The separator comprises a standard substantially square in cross section, its flat side surface having diagonally extending grooves arranged in staggered relation with respect to each other and each equipped with a plate, trapezoidal in form, one marginal edge of which rests in the grooves in such a way that the adjacent ends of the plates overlap and provide a continuous spiral trackway; the ends also overlap at the corners of the standards and being slightly curved longitudinally, produce a curve in the trackway when the plates are assembled on the standard.

**1,286,389, Method of and apparatus for treating a mixture of cottonseed meats, hulls and lints.** James S. Mullen, Richland, Ga. Separation of hulls and lint from the cottonseed meats and control of the protein and ammonia content of the meal is accomplished by first separating the fine meats from the mixture and then subjecting the remainder to a variable current of air to pneumatically remove the lint and as much of the hulls as is necessary to keep the protein and ammonia

content at a predetermined value. The separating mechanism consists of the combination of an inclined frame with a screen mounted in it just above the bottom, having outlets at the lower end above and below the screen; a suction nozzle opposite the lower outlet for causing a current of air to pass thru material discharging from the upper outlet and a deflector board between the inlet of the nozzle and the lower outlet of the frame to prevent the escape of the finer material discharging from the lower outlet with the air passing into the nozzle.

## Annual Statement Grain Dealers Fire Insurance Co.

In its 16th annual statement issued by Sec'y C. A. McCotter, the Grain Dealers' National Mutual Fire Insurance Co., of Indianapolis, Ind., shows insurance in force of \$53,591,728.00, against \$44,715,464.00 a year ago.

Total cash assets also show a gratifying increase Jan. 1, to \$1,060,429.41, from \$856,250.49 a year ago. Of the assets \$248,486 is in Indiana bonds; \$499,050 in first mortgage loans; \$40,000 in U. S. Certificates of indebtedness; \$150,000 in Liberty bonds, and \$74,305.14 cash in banks.

Unadjusted losses Jan. 1 were \$11,874.49, and other liabilities, Reserve for taxes, \$17,000.00; return premiums, commissions, etc., \$11,356.17; reserve for re-insurance, \$317,005.72; reserve for contingencies, \$100,000.00; permanent fund, \$300,000.00; surplus over liabilities and permanent fund, \$303,193.03.

Income from deposits and renewal premiums was \$853,467.79 less return premiums and re-insurance premiums, \$279,275.37; making with interest, \$44,069.90 and last year's balance of \$837,288.60, a total of \$1,455,550.92, against \$1,170,770.72 a year ago.

Disbursements include losses paid of \$249,430.13, as reduced by discount and salvage of \$6,892.57. Since organization this company has paid \$1,665,545.29 in losses and saved for policyholders, \$3,133,252.71.

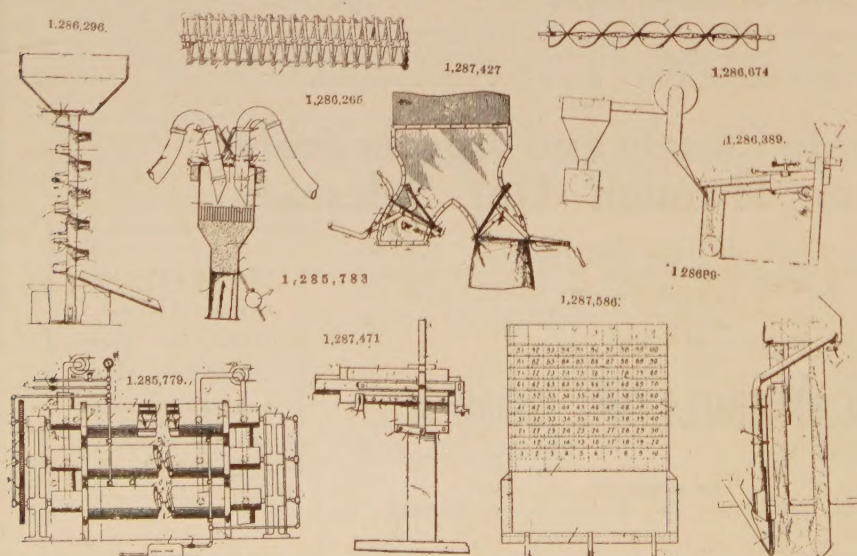
## Mill Owners' Mutual Yearly Report.

The 44th annual statement of the Mill Owners' Mutual Fire Insurance Co. of Iowa, as given by Sec'y J. T. Sharp, shows that in the year just closed it has reached the million dollar mark in cash assets besides adding nearly thirteen million dollars to insurance in force and a 33% gain in surplus. The insurance in force is now \$42,933,761.

Receipts from premiums, deposits and assessments were \$785,540.97; interest from all sources, \$32,867.97. Losses paid during the year amounted to \$221,296.85 less \$5,937.71 discount and salvage; returned premiums deposits and reinsurance, \$171,077.33.

FIRE in granaries at Shoreditch, London, entailed a loss of \$7,500,000 to the government, and destroyed thousands of tons of grain.

A BILL to provide for the extension of such provisions of the food control act necessary to give the president the wide authority he has heretofore had to carry out the provisions of the wheat price guaranty as set forth in his proclamation, will be prepared jointly by Mr. Williams, general solicitor for the Department of Agriculture and Judge Glasgow, general attorney for the Food Administration, at the request of Mr. Lever, chairman of the House Com'te on agriculture.





# The GRAIN DEALERS JOURNAL.

## Insurance Notes.

Old Mother Hubbard, she went to the cupboard  
To get her poor dog a bone.  
She opened the latch, and stuck in a match,  
Now the poor little dog has no home.  
—Our Paper.

THE REPEAL OF THE STATE life insurance fund law was recommended by Governor Phillip of Wisconsin in his last message to the legislature. He sets forth that after six years there are only 461 policies in force for \$479,700 of insurance; that last year only 11 policies were issued and many more than that number lapsed.

DRY POWDER FIRE extinguishers can not get the approval of the grain and mill mutual companies, and gain no credit for the elevator operator who wastes his money on them. The water barrel and fire buckets are good enough; and the operator who wants something better can find chemical fire extinguishers of the non-freezing type that will be Okey'd by the insurance company.

A BILL to provide for the standardization of the various kinds of oils including gasoline will be presented to the Minnesota legislature. The inspection system will be discontinued and dealers and managers of filling stations will be required to display conspicuous signs stating the kind and quality of the oils they sell. Samples may be sent to the federal inspection department for testing. Drastic penalty for selling oil not up to standard is provided for.

DE WITT SMITH of Springfield Ill., has been awarded \$78,000 by the lower court against insurance companies which had policies on his office building. The case has been appealed. Mr. Smith carried only \$86,000, altho the sound value was \$200,000. This made him a contributor for a large amount under the 80% co-insurance clause in his policies. He claimed that on account of age and depreciation, the building was worth not more than \$80,000, so that the coinsurance clause did not apply.

ON INVITATION of the Illinois industrial commission, a joint com'te representing the employers and employees of the state met in Chicago recently in an effort to reach an agreement on certain amendments to the workmen's compensation act. At present, the act provides for indemnity of 50% of the weekly wage with an increase of 5% for each child under 16 years with a maximum of 65%. Members of the com'te want to increase the schedules for indemnity and raise the maximum and minimum amounts in death cases.

THE MILLERS MUTUAL FIRE INSURANCE Ass'n of Illinois met in annual session Jan. 15 at Alton. The sec'y's report showed that the surplus fund has been substantially increased and that the year has been a successful one in every respect. Newly elected officers are: Pres., H. B. Sparks; vice-pres., E. F. Schoening; sec'y and treas., G. A. McKinney;

ass't sec'y, A. J. Kellenberger. The directors are Julius Postel, H. B. Sparks, Henry Schurman, C. B. Cole, T. L. Reuter, W. L. Shellabarger, E. F. Schoening, G. A. McKinney, W. E. Meek, G. S. Milnor, J. J. Koenigsmark, M. D. King, J. H. McNair, G. N. Sauer and A. F. Prange.

BILLS TO REGULATE INSURANCE in the state of Washington are now before the legislature. One would give the state commissioner power to approve or disapprove, or order reduction in fire insurance rates, the companies to have re-

course to the courts for a review of his findings. Another amends the present law which will not permit insurance companies to hold stock of other insurance companies, banks, or bonds of foreign countries, to permit the holding of securities permitted in the states where the biggest companies are organized. Other bills will permit the organization and operation of mutual life insurance companies; will permit mutual liability and automobile insurance companies to organize and to fix standards for policies for health and accident insurance.

## Organized 1902

### TRI-STATE MUTUAL GRAIN DEALERS FIRE INSURANCE CO. LIVERNE, MINN.

Mutual Insurance for the Country Grain Dealer at actual cost

Try our plan for Short Term Grain Insurance

Never missed a dividend E. H. MORELAND, Secretary Never made an assessment

## WINDSTORM INSURANCE

THE "GRAIN DEALERS' WAY."

Don't wait for the destructive spring Tornadoes before getting Windstorm protection. Heavy winds occur in all seasons. Look after your insurance NOW and get it out of the way.

Our Cost Is Very Low

Write for Information

C. R. McCotter  
Manager  
Western Department  
Omaha, Nebraska



C. A. McCotter  
Secretary  
Indianapolis, Indiana

"The only argument available with an east wind is to put on your overcoat."

## THE RECORDS

OF THE

### Flour Mill and Grain Elevator Mutual Insurance Companies

show that 80% of all fires in Mills and Elevators start in elevators. The installation of an automatic feeding device which will positively prevent an elevator choking from over-feeding and an automatic relief which will prevent an elevator choking from bin getting full or spout choking, will annually save millions of dollars in fire loss and add at least 50% to efficiency of any stand of grain elevators. These devices are perfected and are available for mill and elevator owners, are very inexpensive and absolutely practical. Full particulars will be furnished, free of charge, by this office, on request.

## Mutual Fire Prevention Bureau

OXFORD, MICHIGAN

INCORPORATED 1877

### The Millers' Mutual Fire Insurance Association of Illinois

ALTON, ILLINOIS

Insures Elevators, Mills, Grain Warehouses and Contents  
of same at Cost.

Insurance in Force \$34,010,102.93 Cash Surplus \$540,077.68

H. B. SPARKS, President G. A. MCKINNEY, Secretary

HOME OFFICE: Alton, Illinois

SOUTHWESTERN AGENCY: Railway Exchange, KANSAS CITY, MO.

## WESTERN GRAIN DEALERS MUTUAL FIRE INSURANCE ASSOCIATION

DES MOINES, IOWA

J. A. KING, President GEO. A. WELLS, Secretary

Write for Information  
Regarding Short Term Grain Insurance



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value in service.

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## SHIPPERS' RECORD BOOK No. 20

is designed to facilitate the book-keeping of grain shippers and to minimize the labor of keeping a complete record of each car shipped. The book is 9½x12 inches and contains 100 double pages of superior paper. It is well bound, ruled in two colors, and the column headings clearly printed. Spaces are provided for records of 2900 car loads.

At top of left hand page, in bold-faced type, are the words, "IN ACCOUNT WITH," and at top of facing page, is dotted line for name of firm to whom grain is sold. It is intended that records of shipments to each firm shall be kept separate. The column headings on the facing pages are: Date of Sale, Date of Shipment, Car No., Initials, Amount Sold, Kind of Grain, Weight, Price, Draft, Remarks, Date Returned, Weight Returned, Overdrawn, Net Proceeds and Balance.

Wide columns are provided for recording these facts under the respective heads.

Price, \$2.00. Address

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LaSalle Street - CHICAGO, ILL.

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One of the most satisfactory things about buying a machine is to know that you will be satisfied after you have it—our machines give that satisfaction.

## THE ELLIS DRIER COMPANY

Postal Telegraph Building  
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Grain Driers

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Oat Purifiers

**You Will Save Time and Money**  
when you install one of these



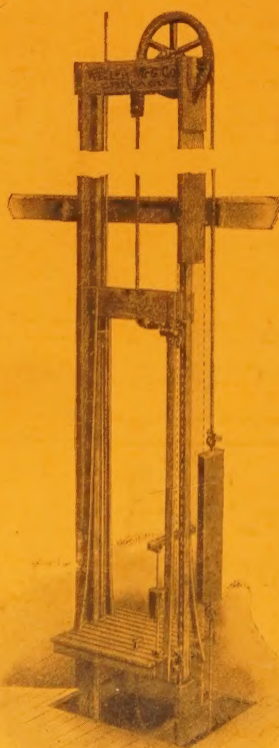
## ONE-MAN ELEVATORS

Counting three trips a week to the top of your elevator and figuring the wasted time and energy you will find a big saving and a high return on the investment.

After installing, the only cost of operation is a single pull on the rope and you can float up or down your elevator 25 times a day with less danger, time and energy than it now takes for three trips.

Write today for prices

**WELLER MFG. CO.**  
CHICAGO



**OUR MOTTO** for over twenty-five years has been **SAFETY FIRST**. During these years we have equipped thousands of elevators with dust collecting systems to



prevent explosions, and no dust explosion or loss of a single life has occurred in one of them.

Your liability attaches if you don't protect your elevator and workers.

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